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The Proceedings
of the
Fiftieth Annual Meeting
of the
North Carolina Pharmaceutical Association
held in
The Battery Park Hotel
Asheville, North Carolina
June 18, 19, 20, 1929

Also the
Roll of Members
Report of the Secretary-Treasurer of the
North Carolina Board of Pharmacy, together with
List of Registered Pharmacists; also the members
of the Traveling Men's Auxiliary

STENOGRAPHER
ALICE NOBLE
CHAPEL HILL, N. C.

Vol. XI

THE CAROLINA JOURNAL OF PHARMACY

September, 1929

No. 1

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PREFATORY NOTES

For general information regarding the Association, or for blank applications for membership, write to the Secretary-Treasurer, J. G. Beard, Chapel Hill.

In case of the death of a member coming to your notice, advise the Secretary-Treasurer, giving such particulars as may be desirable to publish.

If you find your name omitted or incorrectly spelled, or your address erroneously given, notify the Secretary-Treasurer at once, giving your full name and address.

For legal information and advice, write to the attorney of the Association, F. O. Bowman, Chapel Hill.

For information concerning examinations, the State Pharmacy Law and its enforcement, and certificates of registration, address F. W. Hancock, Secretary of the Board of Pharmacy, Oxford.

Take notice of the advertisers who have liberally responded to requests for advertisements, mentioning the Proceedings in your correspondence with them. You can render no better service to the Association.

The 1930 meeting of the North Carolina Pharmaceutical Association will be held in Raleigh, June 24-26.

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C. C. FORDHAM, SR., of Greensboro
Fiftieth President of the North Carolina Pharmaceutical Association

COUNTY LEGISLATIVE COMMITTEE FOR 1929-1930

(The following appointments have been made by President C. C. Fordham, Sr. for the coming year. The duties of these men will be to organize the druggists in their respective counties so that when necessary there can be complete co-operation in matters pertaining to legislation.)

Alamance, Burlington.....	C. P. Mitchell	Lee, Sanford.....	W. A. Crabtree
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THE PROCEEDINGS OF THE FIFTIETH ANNUAL MEETING

Asheville, N. C.,
June 18, 19, 20, 1929.

FIRST SESSION

Tuesday Morning—The Battery Park Hotel

The fiftieth annual meeting of the North Carolina Pharmaceutical Association was called to order on Tuesday morning, June 18, at ten minutes past ten by President Warren W. Horne, of Fayetteville, in the ball room of the Battery Park Hotel in Asheville.

PRESIDENT HORNE: The time has arrived for the fiftieth annual meeting of the North Carolina Pharmaceutical Association. Is there a quorum present?

A quorum was present and the convention was opened with a prayer by Rev. Leland C. Cooke, pastor of the Christian Church, of Asheville.

Mr. D. Hiden Ramsey, manager of the *Asheville Times* and chairman of the Public Affairs Committee of the Chamber of Commerce of Asheville, then welcomed the delegates and visitors to Asheville on behalf of the Mayor of the City, and complimented the Association on its fifty years of continuous service.

Mr. C. C. Fordham, Sr., of Greensboro, First Vice-President of the Association, responded to Mr. Ramsey's welcome.

Mr. J. A. Goode, of Asheville, welcomed the convention in behalf of the local druggists and reminded the association that on six occasions Asheville had entertained the druggists.

Mr. C. L. Eubanks, of Chapel Hill, responded to the greeting from the local druggists, stating that the druggists always enjoyed meeting in Asheville.

President Horne announced that the first business of the convention was the calling of the roll.

SECRETARY-TREASURER J. G. BEARD: I move that the roll be dispensed with since the Assistant Secretary is keeping a record of all members and visitors present.

(Motion seconded and carried.)

President Horne then called for the minutes of the preceding meeting.

SECRETARY BEARD: I move that the minutes of the 1928 meeting be dispensed with since these minutes were printed and distributed to all members in the CAROLINA JOURNAL OF PHARMACY.

(Motion seconded and carried.)

At this point Local Secretary J. A. Goode made several announcements in regard to the entertainment features of the convention. He stated that the committee on arrangements had tried to plan the business sessions of the convention so that the delegates would have an opportunity to enjoy the events incident to the Rhododendron Festival being held in Asheville throughout that week. He then read the entertainment program.

SECRETARY BEARD: *Mr. President*, I notice in the gathering this morning two distinguished persons to whom we would like to give the privileges of the floor. I speak of Dr. A. G. DuMez, of Baltimore, and Mr. E. C. Brokmeyer, of Washington, D. C. We are distinctly glad to have them with us and we hope that they will enjoy the convention. May I present first Dr. A. G. DuMez, Dean of the School of Pharmacy of the University of Maryland, Editor of the Year Book of the American Pharmaceutical Association, and President of the American Association of Colleges of Pharmacy, who has been appointed as the delegate from the A. Ph. A. to our Golden Anniversary Meeting. (Applause.)

DR. A. G. DUMEZ: It is my good fortune to be the official representative of the American Pharmaceutical Association and I think it is especially appropriate at this time that the organization be represented here, because I am told that at the first meeting of the North Carolina Pharmaceutical Association you selected delegates to attend the Saratoga Springs meeting of the A. Ph. A. (1880). I am told also that two of those delegates attended the meeting and that one of them was made vice-president and later became president of the national association. I speak of Mr. William Simpson, of Raleigh.

There is a bond between the parent association and your organization that has grown through the period of fifty years. The A. Ph. A. is the mother of all of our pharmaceutical associations, both national and state, and it is looking out for your interests at all times. The Association has been active in many ways and I have taken the trouble to jot down a few of the things it has been doing during the past year. (Lack of space prevents our enumerating the comprehensive outline of the work of the A. Ph. A. given by Dr. DuMez.) In conclusion he stated that he also wished to bring to the North Carolina druggists the greetings of the A. A. C. P. and that he desired to thank the Association personally for the privilege of attending the meeting. (Applause.)

President Horne then called upon Mr. E. C. Brokmeyer, of Washington, D. C., Attorney for the N. A. R. D., for a few remarks.

Mr. Brokmeyer stated that it was by chance that he was present and he considered it a great stroke of good fortune that he could attend the meeting. A freight wreck had prevented his reaching the Alabama State Association meeting and so he decided to attend the North Carolina convention a day or two later. He paid tribute to the delegation of North Carolina druggists who visited Washington a year ago in the interest of the Capper-Kelly Bill and said "Your organization was the first to take a really practical step to bring about the realization of our hopes to get better legislation." He emphasized the need for persistent, organized effort to secure fairer legislation and plead for individual druggists to use their efforts in this direction. "It is discouraging," the speaker said, "when officers and paid officials use their best efforts to bring about better national legislation and then the individual druggists don't do their part to better conditions. You must advertise what pharmacy means to the life and health of the nation. In conclusion I bring to you the greetings of the N. A. R. D. and whenever the organization can do anything in Washington to help you I hope you will let me know. I assure you that I will do everything I can to help you." (Applause.)

At this point President Horne called upon

Secretary Beard to introduce the speaker of the morning, Mr. Turner F. Currens.

SECRETARY BEARD: *Mr. President, Ladies and Gentlemen*, The subject that has been selected by the speaker this morning is "Why Wait for the Customer." There is something peculiarly appropriate about this title when you remember that Mr. Currens is a man who never waits for business to come to him but goes out after it. He is a Go-Getter. The gentleman who will address you is entirely responsible for the wonderful entertainment given the North Carolina druggists at the Forty-Seventh Annual Meeting held in New York City. We can never fully appreciate the work that Mr. Currens did in planning and carrying out the entertainment of that meeting. He is Vice-President of the Norwich Pharmacal Co. and he has had the wisdom to appoint in this section two salesmen whom we all like. All of us know you, Mr. Currens, all of us like you, and all of us were glad to extend to you the invitation to be present at this meeting. We are delighted to have the privilege of having you here and addressing our convention. (Applause.)

MR. CURRENS' ADDRESS

Mr. Chairman, Fellow-Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:

I say Fellow Members advisedly because I am very proud of my certificate of membership that your Secretary so graciously gave me as a result of my efforts to make you all feel at ease when you gathered in my home town a year or so ago.

Another thing I owe to your association is the reputation gained as a wonderful speaker. I have had many compliments on the speech I made at the Pennsylvania Hotel which you may remember took up one minute and three seconds of your valuable time. Thus, I found brevity a valuable commodity.

The last thing I would think of doing would be to come here to tell you how to run your business. So I am simply going to pass on to you the results of many years spent in and out of the retail drug business.

Just because you operate a retail business, is that any reason why you should simply open your store morning after morning and then sit back and wait for orders to come in? If a manufacturer or jobber attempted to operate his business without going out after orders he would soon close his doors or else do a very mediocre business.

In my position I have the opportunity to see why many failures in the drug business occur and more especially to observe why there is a lack of progress rather than a real failure. Some of the greatest evils that contribute to a "lack of progress" are inertia, conservatism, and a lack of desire to progress. The biggest contributor to lack of progress is too much buying and a duplication in buying. This is not confined to the front of the store but it occurs in the prescription room as well. The only excuse for any business is to make money and if at the end of the year you find you haven't made money you should do something about it. No matter whether your retail business is in a city or a small town, you are surrounded with opportunity, but to sell goods you must go after the buyer, not wait for him to come to you. I am not expounding theory.

Here are several examples of fact that will prove that it does pay the retailer to go out for what he must have to be successful.

1. A man I know opened a drug store in a big office building in Brooklyn which housed a large insurance company branch office. He had a fine store, modern fixtures, tile floor and a fine fountain, which gave him a fair luncheonette and soda trade, but there was competition for this business. However, the several thousand insurance company employees were all potential customers, but they just did not come in. The clerk hire was high, the rent higher, and after struggling along for six months, this man sold out with a loss of his savings and with debts accumulated on top of that.

As soon as the new owner got started he immediately began making personal calls on executives throughout the building; polite calls, briefly telling of his ability as a pharmacist and mentioning the change in ownership. Through these executives, permission was gained to contact department heads and minor employees. No effort was made to sell specific items; simply a careful, polite solicitation asking that the listener drop in. This man made it a rule to be always on the floor from 11:30 to 2:00, the time most of the employees were free. A nod here, a word there, a keen lookout to see that customers were promptly and properly cared for.

This man begins ahead of vacation time to learn when certain people are to be away and gets their orders before they leave. At Christmas time he is equally solicitous with equally profitable results. By his manner, he has gained the confidence of enough of those people who labor under his own roof to have their prescription business and a goodly portion of their serious drug store purchases, to say nothing of the greatly increased toilet goods orders, and fountain business. So much for a city store.

(Note: At this point the speaker paid tribute to Jimmy O'Connell, of Washington, D. C., who has made a wonderful success in the drug business. He knew how "to get

the customer" and always made it an invariable practice to stand at his front door to greet every patron of the store.)

2. In a little town in Iowa where I started in the drug business, there were four drug stores. Two old timers held the balance of trade, another a rum shop of no particular consequence, and our own store operated by a clerk from one of the older stores. We depended upon the farmers for our real business. The town business was good, but you know how it gets split up. A grocer trades with you because you trade with him; the banker you owe the most gives you his business as a matter of security; you have three or four local dead beat families, and the preacher who gets goods at cost, plus your average of good families, but for real orders, you rely on the farmer.

Well, we rocked along getting enough to just about pay the jobber, buy from a few direct sellers who gave longer terms. Saturday would see the town (and some of the citizens) fill up, but not our drug store.

Then came a bit of luck. The local livery man owed us a bill. To get our money, we had to ride it out. We had the local agency of Sherwin-Williams, and they had sent us about a carload of advertising matter that was lying around the back room like advertising matter has a habit of doing (when it goes into unprogressive stores).

One day the boss man told me to go over to White's and get a horse and spring wagon and go out into the country and put up as much of that advertising matter as I could, and to stop at farm houses and leave color cards. He was wise, too, because he said to leave the color cards with the women and to nail the signs on the barns.

One of the women I had called on came into the store a few days later. She talked paint for an hour, but did not buy. A few days later my boss took a little ride, and happened to go by this farm. He went in and cinched the paint order right there.

That was the beginning! That summer when the town was dead we systematically went out for orders for fall delivery, and we got a lot of them for all kinds of other merchandise too. You would be surprised to see how glad some of the country people were to see us! Many of them had been coming to town for years and we were the first ones to ever repay the visit.

3. Later when I migrated to St. Louis, I got a job in a neighborhood drug store in what was then called the West End. Being from the country and knowing no better I bragged to my new boss about what we used to do where "I" came from. You know, people always think things are done differently where they come from than where they are. Well, the new boss said my stuff was all right for the country but not for a city. We had a lot of delivering to do, and charge accounts good and bad. Therefore, I got his consent to try out my tube idea. We of course, could not sell paint

and oil, but we did get orders for a nice lot of drug store items by display and suggestion. And today with the drug stores' variegated stocks you have more items to offer than the grocery boy who calls at the back door, while you call at the front.

About that time the fashionable St. Louis families were migrating further west from the 30's and 40's to tonier parts of the city, and by this time my boss was sold on the idea of going after orders. So once a week he himself went out and called on his old customers bringing in some mighty juicy lists to be filled. You see, this change of neighborhood could have crippled us, but instead it helped, because we held on to the old and got our share of the new.

There was a very interesting article in a recent issue of *The American Druggist* telling about a druggist over on Second Avenue who has built up a mighty fine prescription and sick room supply business by catering to doctors, nurses and internes.

All of you have prescription departments that can be made more profitable by taking a little time now and then to call on your doctors with some visiting detail man. You will help him bring some new thing to your doctor's attention and, of course, profit thereby. Many times you can keep down stock duplication of prescription specialties. One good oil and agar preparation is q.s. Take your doctor into your confidence and sell him on the idea of one Ephedrine line instead of a dozen.

Basically, there is no fundamental difference in a big town full of apartments, or medium sized towns with individual homes, or a little community where the workers commute, or a little country town depending on farmers.

But why should retail merchants, druggists or otherwise, stay cooped up in their stores? We all live about so long, and we must put in just so much time between birth and death. So unless we happen to be rich, and not many druggists are, why not spend part of the business day out where the orders are instead of idly waiting for them to come in, or cussing the chain, and grumbling about the drug business? It never was what it used to be anyway.

Legislation is not to be depended upon. No jobber or manufacturer is going to take you by the hand and lead you to the land of plenty. Today's talk of wet nursing the druggist is just plain bunk. In our business, we have a saying "It's the man, not the territory." Down here we have two good men, and they have two wonderful territories because they work like Hell. So it is with every drug store owner, but to make your territory pay you have got to work it.

One more point: In all big successful companies, there is always quite an executive group: President, Treasurer, Sales Manager, Advertising Manager, etc. They constantly confer, exchange ideas, and work together. A big or successful business cannot be a one-man business. The retail drug business is no exception. You cannot herd all to yourself and be successful. You must get out and

talk shop with others in your same line of work. If you don't want to do that with a nearby competitor, do so with some friend in a nearby town, but no man will ever be as successful who does not mingle with his kind. These annual meetings are fine, but they do not happen often enough. I belong to a group of eight men who have met once a month for eight years, and every meeting is 100 per cent attended, because we all get something from each other. May I suggest that you give the Group Eight idea a try in your own district? If I could start this small get-together idea I would feel amply repaid for coming down here.

Thank you. (Applause.)

At the conclusion of Mr. Currens' address Mr. C. A. Raysor, a retired druggist of Asheville, and a life member and past president of the Association, was presented to the convention by Mr. C. L. Eubanks.

Mr. Raysor was given an enthusiastic welcome by the delegates and he responded with a few remarks expressing his pleasure at being present.

The morning session then adjourned in order to permit the delegates to witness the Rhododendron Festival Parade.

SECOND SESSION

The second session of the North Carolina Pharmaceutical Association was called to order by President Horne in the Lounge of the Battery Park Hotel at two-thirty Tuesday afternoon.

Local Secretary J. A. Goode made several announcements in regard to the entertainments scheduled for the remainder of the day.

PRESIDENT HORNE: I would like to announce that if any members have resolutions to present to the convention they should put them in writing and give them to Chairman C. L. Eubanks of the Resolutions Committee.

President Horne next appointed the following committees: *Nominating*: G. C. Goodman, *Chairman*, W. H. Justus, E. V. Zoeller, S. E. Welfare, I. W. Rose, C. A. Raysor, and C. L. Eubanks; *Time and Place of Next Meeting*: C. C. Fordham, Sr., W. W. Parker, Sr., and H. M. Cooke.

At this point Vice-President C. C. Fordham, Sr. was called to the chair while the President's Address was being read.

PRESIDENT'S ADDRESS

PRESIDENT HORNE: *Mr. Chairman, Members of the Association, Ladies and Gentlemen:*

It is with heartfelt appreciation of the high honor entrusted to me that I greet you on this Golden Anniversary.

We stand today at the half-century mark in the record of our conventions. For the fiftieth consecutive time, members are assembled as the "body corporate under the name and style of the North Carolina Pharmaceutical Association."

This fact alone is evidence of a vitality and a sustained interest which is assurance of the broad and secure foundation established for all future effort. It should inspire us to further and greater achievement as the years go on.

Many changes have occurred since the founders gathered at that first meeting in Raleigh on August 11, 1880. There have been times of war and times of peace. There have been inventions and discoveries which have influenced the lives of every citizen. The electric light, the telephone, the automobile, the radio and the airplane, all have come within the half century of our Association's history. Throughout this period of change, guided by the same purposes and ideals which were breathed into it by the founders, the Association has kept its measured march of progress.

It was no mere compact of trademen which was formed when the first members met to perfect an organization. The Preamble to the Constitution expressly stated that it was for the public welfare and for the elevation and extension of pharmaceutical knowledge, as well as to restrict the practice of the profession to properly qualified pharmacists, that the Association was organized. And who but the public benefits most by this restriction?

The record of the early years tells the story of continued efforts to improve the Pharmacy Act and to raise the standard of practice. It was not class self interest which prompted this, but the realization of professional responsibility in the light of advancing knowledge.

It was by no easy steps that progress toward higher standards was achieved. There was opposition to overcome both within and without the organization. There were discouragements to face and obstacles to surmount, as there are always in any plan of progress. But the leaders were never disheartened and, with abiding faith in the mission of Pharmacy, carried on with undiminished zeal.

It is to the credit of the Association that years before the Harrison Act became Federal Law, it petitioned for and procured the passage of legislation by the State to restrict the sale of narcotic drugs. Early in its history the Association began the agitation for a department of pharmacy at the State University. The efforts were continued until finally crowned with success. This accomplish-

ment proved a tremendous stimulus to the advancement of Pharmacy in the State.

Outside the bounds of strictly pharmaceutical pursuits, our members have made a notable contribution in civic life. As business men, as educators, as leaders in community development and as good citizens the record made by those from our ranks can be looked upon with justifiable pride.

All honor then to those who laboured to build this organization. On this Golden Anniversary let us pay tribute to all who in their day and generation have devoted their energy and talent to the service of this Association.

It is our great good fortune that some of those who took part in that first meeting are with us today. The names Zoeller and Hancock are known wherever Pharmacy is practiced in our State. Without thought of self and with an earnest devotion and with vision, they have made Pharmacy and the Service of this Association the cause nearest their hearts. How well they have served through the years, is known to all of you. They have seen a struggling, uncertain enterprise grow to its present strength and usefulness. Let us rejoice with them in the achievement won, and resolve to maintain the Association on the high standard so long established.

But time has demanded its inevitable toll. As the years have passed, one after another has been called to the Great Beyond. As we think of them as in former conventions, there are many memories yet fresh and unfaded. Some of them gave life-long service to better the conditions of Pharmacy in our State. Let us hold their memory in that high esteem which their service merits as its just reward.

In accordance with the By-Laws of the Association, I have now to present to you the following report with some suggestions for your consideration.

The A. Ph. A. and the N. A. R. D.

Our two great national organizations, the American Pharmaceutical Association and the National Association of Retail Druggists, are entitled to the continued loyalty and support of every member of this Association. There should be an increased membership in both bodies from our State.

The A. Ph. A. has been termed the great post-graduate school of American Pharmacy. For more than seventy-five years it has carried on its work with a quiet dignity and faithful devotion to the most vital interests of Pharmacy. Its record is one of unselfish service and honorable achievement.

But however essential professional ideals may be, retail druggists need also the assistance and protection of a national commercial organization. This we have in the N. A. R. D. It is now making an active and vigorous fight for legislation to eliminate unfair trade practices, and we should give these efforts our organized support.

Our material contributions to both of these national Associations, in the past, have been many fold repaid.

The Pharmacy Headquarters Building

The success of this great undertaking for the benefit of Pharmacy is now assured. The site which has been purchased is one of the most commanding situations in Washington. It faces on the Mall, is directly opposite the Lincoln Memorial, and between the National Academy of Sciences and the Headquarters of the Public Health Service. The building to be erected will be seen by the millions of people who visit the Lincoln Memorial, and will stand as an impressive reminder of the service which Pharmacy is rendering to the public, and the importance of the profession to the country. An architect of note is preparing the plans and it is expected that these will be submitted at the coming meeting of the American Pharmaceutical Association to be held in Rapid City, South Dakota. The Committee has announced that the equipment for the Research Laboratory has been subscribed as a memorial to Louis and Charles E. Dohme, and Dr. James H. Beal has donated his professional and scientific library as a nucleus for the Reference Library. It is hoped that other gifts of this character will be offered.

This is an All-Pharmacy undertaking with possibilities of far reaching effect on every branch of the drug industry. As retail druggists we are vitally interested in any movement to help to combine and centralize the present divided power and influence of American Pharmacy. I would urge all of our members who have not yet subscribed to the fund for this cause, to do so promptly. Every pharmacist who possibly can, should have some share in the accomplishment of this great object which can mean much toward a proper recognition of Pharmacy. Now that the project is assured, the only question is how complete will the institution be made.

Legislation

The most notable legislative happening during the year, of interest to retail pharmacists in general, was the decision of the United States Supreme Court in the case of the Pennsylvania Ownership Law. Had this statute been upheld by the Court, your officers and committees were prepared to have a similar act introduced in the General Assembly of the State in accordance with the resolution adopted last year at Morehead.

The journals have kept us informed of the progress made toward the enactment of the Capper-Kelly Fair Trade bill by the National Congress. The Federal Trade Commission has reported that manufacturers, wholesalers and retailers, except the chain stores, are largely in favor of resale price maintenance, while consumers are largely opposed to price maintenance in any form. It remains, therefore, for retail druggists and all other retailers to conduct a campaign of education of the consumer on the Capper-Kelly bill. It is necessary that a majority of consumers be made to understand that price maintenance legislation is essential to their welfare. I recommend

that the Association reaffirm its endorsement of the Capper-Kelly bill.

An effort is now being made in Congress to raise the duty on non-edible blackstrap molasses, the effect of which would be an increase of not less than one dollar per gallon in the cost of alcohol for medicinal and industrial purposes. It is estimated that the increased duty would mean an additional cost to retail druggists and other consumers, of more than four million dollars annually. Representatives of the N. A. R. D. and various alcohol using industries, have vigorously opposed the proposed duty and have succeeded by a narrow margin in defeating the amendment in the House of Representatives. The fight is now transferred to the Senate. I recommend that this convention adopt resolutions urging our Senators to vote against any tariff increase which would advance the cost of alcohol for medicinal and industrial consumption.

Announcement has been made that the bill to create a Pharmacy Corps in the Medical Department of the Army will be re-introduced when the 71st Congress assembles in regular session in December. I recommend that the Convention express its endorsement of this bill.

It is a satisfaction to be able to report that no legislation antagonistic to the interests of Pharmacy resulted from the recent session of the General Assembly. The Association is indebted to the Counsel, Mr. Bowman, and to the Legislative Committee and members and friends in the law-making body for successful efforts in safeguarding the drug interests. The Counsel kept in close touch with the proceedings at all times, and advised with the Committee and Association Officers. The reports of the Legislative Committee and the Association's Attorney, will inform us fully of the experience in combatting harmful legislation.

In the opinion of your President, it will always be necessary for the Association to have some one constantly on guard during legislative sessions to analyze new measures and protect the profession and the public from unwise and ill-considered laws. The emotional reformer with his panacea for all the ills of the state and without balanced information, and the self-seeking politician who would change the law to gratify some special interest, constitute an ever recurring menace.

In this connection let us hope that more and more pharmacists will find it practicable to offer themselves as representatives from their counties. With sound judgment and sane counsel, they have served the State well in the past and reflected honor on this Association.

The business of the pharmacist is one of the most exacting of occupations and its infinite detail can consume all of the time he is willing to devote to it; but duty to community and country demand that some interest be given to public affairs. Better recognition by the public and government can best be secured by giving these matters more attention. Every pharmacist, as a loyal citizen, should take an interest in politics,

and conscientiously exercise the right of suffrage. Let me remind our members that it is likewise their duty, after careful deliberation, to cast their ballots in the election of Association Officers.

Proposed Changes in Constitution and By-Laws

As time goes on and the business of the Association continues to grow in its demands and importance, more and more responsibility for affairs of the organization between conventions, will devolve on the Executive Committee. It seems advisable that the membership of this Committee should always include some who have served during the previous year, and have the advantage of contact and experience with the problems which arise.

I would, therefore, renew the suggestion made last year by President Copeland regarding the term of office of members of the Executive Committee. The recommendation was approved by the committee on the President's Address, but through oversight was not acted upon by the convention at Morehead.

Under the proposed plan, after the first year following its adoption, members of the Executive Committee would be elected for a term of three years, so that one new member would be chosen annually.

I would also recommend that the Constitution be changed to provide for the election of the Secretary-Treasurer by the Executive Committee instead of by mail ballot with the other officers elected by the Association at large.

I would further recommend that the text of Article IV of the Constitution which refers to the amount of dues payable for life membership, be transferred to the By-Laws and made a section under Article IV of the By-Laws.

In lieu of this Article now in the Constitution, I suggest the following to be designated::

ARTICLE III—MEMBERSHIP

This Association shall consist of active, associate, life and honorary members.

To make effective the changes recommended in regard to the term of office of members of the Executive Committee and the election of the Secretary-Treasurer, I suggest for your consideration that the article in the Constitution relating to Officers be amended to read as follows and designated:

ARTICLE IV—OFFICERS

The Association shall have the following officers: a President; Three Vice-Presidents; a Secretary-Treasurer; an Assistant Secretary-Treasurer; a Local Secretary and an Executive Committee of seven members, all of whom shall hold office until their successors are elected and have qualified. The President, three Vice-Presidents and one member of the Executive Committee shall annually be elected by ballot. The Secretary-Treasurer, the Assistant Secretary-Treasurer, and the Local Secretary shall be elected annually by the Executive Committee. The President, two ranking Vice-

Presidents and the Secretary-Treasurer shall be ex-officio members of the Executive Committee.

These changes would necessitate corresponding changes in the By-Laws. I suggest that these be amended to read as follows:

ARTICLE I—ELECTION OF OFFICERS

Section 1—A Nominating Committee of seven members shall be annually chosen by the President charged with the duty at each annual convention of selecting candidates for the offices of President, three Vice-Presidents and one member of the Executive Committee.

Section 2—The Nominating Committee shall submit at the last session of each annual Convention the names of two or more persons as candidates for each of the offices of President; First Vice-President; Second Vice-President; Third Vice-President and one member of the Executive Committee. These names are to be submitted by the Secretary-Treasurer by mail to every member of the Association within two months after he receives them, together with the request that the members indicate their preference on a ballot enclosed for that purpose, and return the same by mail within one month.

Under Article III add to Section 2:

Members of the Executive Committee, other than members ex-officio, shall be elected to serve for a term of three years.

Under Article IV insert as Section 7:

Any member who shall pay the Secretary-Treasurer the sum of fifty dollars at one time, shall become a life member and shall be exempt from all future annual dues.

I would also recommend the revision at some time of Article VIII—Order of Business, of the By-Laws to make this in keeping with the procedure which has obtained in recent years.

The Convention for Revision of the Pharmacopoeia

The formal call has been made for the eleventh decennial convention for the revision of the United States Pharmacopoeia, to be held in Washington, D. C., May 13, 1930. I would remind the Association that it is entitled to send three representatives to this convention. Inasmuch as the body will convene before another meeting of our Association, the delegates should be elected by this convention, or appointed by the incoming President.

The Carolina Journal of Pharmacy

Under the editorship of Mr. Beard and his able associates Miss Noble, Miss Smith and Mr. Bowman, the CAROLINA JOURNAL OF PHARMACY has continued its monthly visits to our desks. This publication fills a most important need in the pharmaceutical life of our State. As an agency for the dissemination of news and information of interest to our membership, it is a most indispensable asset. Members can render a distinct service to the Association by any assistance and co-operation they may be able at any time to give the editors.

The Traveling Men's Auxiliary

To the members of the Traveling Men's Auxiliary, I wish to extend a word of congratulation and good will. Their presence and good fellowship contribute largely to the interest of our meetings. They constitute a most effective publicity agency, and the Association owes to them a debt of gratitude.

The Woman's Auxiliary

I wish also to greet the members of the Woman's Auxiliary—to express our delight at their presence and our appreciation of their efforts for the success of the Association meetings.

Conclusion

And now, Fellow Members, what of the future?

Before us stretches the vista of another fifty years. Will the progress made be as notable as that of the last half-century? Shall we who now have part in directing affairs leave such a record that those who gather at the centennial meeting, may find in our pathway an inspiration to still greater service!

The foundations have been laid broad and deep. It remains for us to hold fast to the ideals of the founders and to keep the standard high.

At the present time, conditions affecting Pharmacy seem confused and chaotic. There have been cross currents of trade evolution and commercial unrest, which have had their effect on the attitude toward the professional side of our calling. But however uncertain and bewildering the way may seem at times, the one clear call is to a higher standard of pharmaceutical practice. It is the character of pharmaceutical service available to all the people of the State which matters first. All other aims and purposes connected with the Association should be secondary to this. Let us remember that in the last analysis, only in relation to public health, are we entitled to ask for preferential legislation at any time. It may be that laws can help to remedy some conditions, but much more can be accomplished by the efforts of individual members.

Recalling the objects of our incorporation, we know that the practice of Pharmacy in our State is not yet restricted to properly qualified pharmacists and druggists. Many factors contribute to delay this consummation.

And, are we not spreading Pharmacy too thin when we operate stores without qualified licentiates always present? Are we altogether consistent in wanting ownership legislation, while our places of business are not always managed by registered pharmacists? The demands of the day require that those who follow our calling should be educated to a higher standard. This is necessary if we are to keep pace with scientific medicine. It is, therefore, our duty, individually and as an association, to encourage every movement to advance the standard of education and practice.

We have progressed too far with organized Pharmacy in North Carolina to make it needful to say that every pharmacist owes it to himself and to other druggists to join and support the State

Association. They have joined—some nine hundred strong—and their support has been evidenced on more than one occasion. They would rise as one man to resist unjust legislation or to resent unwarranted attack. May I plead for the same active support and loyal interest in the seemingly smaller and less ostentatious duties of membership?

By right conduct, by a proper consideration for the welfare of those whom we serve, by ethical practice, by scientific dispensing, and by tolerance, in daily living, may we lift our Association to higher planes of honor and usefulness.

It is my earnest desire to see this State among the leaders in all that pertains to our craft, not only in the conditions which affect the welfare of our membership, but in the standard of excellence in pharmaceutical practice.

Let us vision a State Association in which every member assumes a fair share of the burden, and prompted by a sense of loyalty and faith in the calling, gives of his best in serving it.

With such a resolve on the part of our membership, we could look forward to the years ahead with full assurance that the interests of Pharmacy in North Carolina would be conserved and advanced. (Applause.)

VICE-PRESIDENT FORDHAM: You have heard the address of our President. What will you do with it

Upon motion the members voted to refer the President's Address to a Committee.

VICE-PRESIDENT FORDHAM: I will appoint as the Committee on the President's Address, Messrs. I. W. Rose, *Chairman*, Julian E. White, and Fred Hester.

At the Fifth Session the above named committee presented the following report:

Mr. President and Members of the North Carolina Pharmaceutical Association:

We, your committee on the President's Address, wish to make the following report:

1. We agree with the President's recommendation that the Association re-affirm its endorsement of the Capper-Kelly bill.

2. We concur in recommending that this convention should adopt resolutions urging our Senators to vote against any tariff increase which would advance the cost of alcohol for medicinal and industrial consumption.

3. We also agree that this convention should express its endorsement of the bill to create a Pharmacy Corps in the Medical Department of the Army which will be re-introduced when the Seventy-First Congress assembles in December.

4. We see no reason why Article IV of the Constitution should not be made a section under Article IV of the By-Laws and designated Section VII.

5. We agree that Article III of the Constitution be made "Membership" as suggested.

6. We agree that the present Article III—Officers—be designated Article IV—Officers—and read as suggested.

7. We concur with the suggested change in Article I—Section I of the By-Laws. We also concur in the change in Section II.

8. We agree with the addition to Section II under Article III to read as suggested.

Respectfully submitted,

(Signed) I. W. ROSE, *Chairman*,
JULIAN E. WHITE,
FRED HESTER.

In presenting the report Chairman Rose called attention to the fact that the changes in the Constitution could only be offered at that meeting and the proposals would be voted upon after they had laid on the table for a year. He further stated that the By-Laws changes should not be taken up until the Constitutional Amendments were acted upon.

PRESIDENT HORNE: In regard to the proposed changes in the term of office of the members of the Executive Committee and the necessary machinery for electing the members the first year when one would be elected for three years, one for two years, and one for only one year, I might say that this new plan could not be effective before the next meeting and at that time the Nominating Committee could offer two nominees for the Executive Committee for a term of three years, two for two years and two for one year. After the first year we would have to elect only one member of the Executive Committee.

There was considerable discussion about the proposed changes in the Constitution and By-Laws.

Mr. R. K. Blair then made the following motion:

I move that the report of the Committee on the President's Address be accepted and that the proposed changes in the Constitution and By-Laws be made an order of business at the second morning session of the 1930 convention.

The motion was unanimously carried.

At this point President Horne resumed the chair.

SECRETARY BEARD: This morning I suggested that the reading of the Roll of Members be dispensed with. But there are certain names on that roll that deserve honor-

able mention at this time and I would like to have the privilege of reading these names. They are Franklin Wills Hancock, of New Bern and Oxford, Secretary-Treasurer of the North Carolina Board of Pharmacy since 1903; John Haywood Hardin, prominent retail druggist of Wilmington; Thomas Ruffin Hood, retired druggist and business man, of Smithfield; Henry Ruffin Horne, Confederate veteran of distinguished service who is associated with his two sons in the retail drug business in Fayetteville; and E. V. Zoeller, proprietor of a drug store in Tarboro and president of the North Carolina Board of Pharmacy for the past thirty-five years.

PRESIDENT HORNE: The chair will recognize Mr. I. W. Rose.

MR. ROSE: *Mr. President and Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

I have a very pleasant duty to perform. The names that have just been read represent what we might term the Spirit of Pharmacy in North Carolina, and we of the present day, more than we perhaps realize, appreciate what these men have done for our profession. They have worked long and effectively for the Association and I wish I had a speech worthy of the gentlemen I represent. The Association wishes to present the Charter members with slight tokens of our affection for them and we hope that these medals will be worn in the spirit in which they are given. (Applause.)

Thereupon Mr. Rose presented to Messrs. E. V. Zoeller and F. W. Hancock gold button-hole medals bearing the inscription—N. C. P. A.—Charter Member—1880-1920—50th Annual Meeting, Asheville.

MR. E. V. ZOELLER: It is a well known fact that I am not a speechmaker. I wish to extend my thanks but I cannot find a way in which to express myself suitably. I think the encomiums that have been bestowed on the few men who were present at the first meeting will seem to them all too lavish. I know that what they did was done without any thought or expectation of reward. I am very glad to listen to the general review of the history of the Association by the President because I have been in contact with the older ones and the younger ones and I be-

lieve that his expectations or forecast for the future will be realized. (Applause.)

MR. F. W. HANCOCK: I want to say that for forty-nine years my comrades have fought for the cause of pharmacy in North Carolina and during that time "many have passed over the river and now rest in the shade of the trees." Fifty years have brought about many changes in pharmacy. We could not see into the future that day when we met in the Senate Chamber in the City of Raleigh and we could not know what would be accomplished for pharmacy in the next fifty years. Some of us have seen it taking steps high into the realms of glory to better and nobler ideals and advancement. We will not be here to see the results of the next fifty years of progress and it is my desire and I know it is the wish of my friends who were present at the first meeting, that higher developments in scientific pharmacy will be advanced in the next fifty years than in the past fifty years. (Applause.)

SECRETARY BEARD: We had hoped to present golden badges at this meeting to all of our charter members. Two have been presented, but Messrs. Hardin, Hood and Horne are not here and hence we could not give them these tokens of our regard. I wonder if we couldn't send these badges by special delivery and if it wouldn't be a good idea to appoint a committee to send each of them a telegram now conveying our very tender regard and expressing the wish that

they will have many more years of service in their profession.

This motion was seconded and unanimously passed.

PRESIDENT HORNE: I will appoint on that committee Secretary Beard, Messrs. J. C. Brantley and E. L. Tarkenton.

This committee later sent the following telegram to Messrs. Hood, Hardin and Horne:

"The North Carolina Pharmaceutical Association assembled for the Golden Anniversary Meeting sends you the cordial greetings and warmest regards of every member, and wishes you many more years of active service in the profession of pharmacy. A special souvenir of the meeting is being sent you."

(Signed)

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION.

PRESIDENT HORNE: We will now have the report of the Secretary-Treasurer of the North Carolina Pharmaceutical Association.

SECRETARY-TREASURER'S REPORT

SECRETARY-TREASURER BEARD: I have the honor to submit in the following pages my annual report for the year ending June 1, 1929. It is divided into two parts, financial and general. From the financial part I will read only summarized figures since there is attached for examination and audit by the Executive Committee an itemized and detailed account of all receipts and disbursements together with countersigned vouchers to prove all payments made and a certified check to cover cash balance in bank.

FINANCIAL STATEMENT COVERING THE YEAR ENDING JUNE 1, 1929

RECEIPTS

Cash Balance from 1927-28.....		\$2,039.11
Securities on hand from 1927-28.....		350.00
Dues:		
Old Members	\$4,862.00	
New Members (including 4 Life Memberships at \$50 each)	685.00	5,547.00
Registration Fees, Morehead City Meeting.....		361.00
Interest on Securities and Deposits.....		54.00
Miscellaneous Sources:		
Contributions	27.00	
New Certificates	2.00	29.00
Total Receipts		\$8,380.11

DISBURSEMENTS

Salaries:

F. O. Bowman.....	\$2,400.00	
Alice Noble	1,200.00	
J. G. Beard	500.00	
C. M. Andrews	50.00	
Mrs. H. D. Sizemore	11.25	\$4,161.25

Postage for all Purposes..... 51.40

Traveling Expenses:

F. O. Bowman (including rental of car).....	472.07	
Alice Noble, Convention Reporter.....	34.77	506.84

Printing (including mimeographing and engrossing
certificates) 116.52

Miscellaneous Expenditures (including convention expenses) 112.90

Total Disbursements \$4,948.91

ON HAND

Securities	\$ 350.00	
Certificate of Interest-Bearing Deposit.....	1,000.00	
Cash in Bank	2,081.20	\$8,380.11

Receipted itemized vouchers, etc., authorized by the Executive Committee and approved by President Horne, are attached to this report to prove the payments listed above. There is also attached a certified check and certificate of deposit to cover cash balance on hand.

This report has been examined, audited and approved by the Executive Committee sitting in session June 17, 1929.

GENERAL REPORT

The remaining portion of this report must necessarily be brief because of an eye injury which incapacitated me completely for one month and which seriously handicaps me even yet.

Proceedings

The minutes of the Morehead City meeting last year were printed and issued as Volume X, No. 1, of the CAROLINA JOURNAL OF PHARMACY. The same distribution as usual was provided.

Membership

The membership is divided as follows:

Regular	784
Associate	77
Charter	6
Life	26
Honorary	7

Total..... 900

The following four names have been added to our Life Membership roll:

Edward Manning Hardin, Wilmington.
James Edwin Johnson, Lumberton.
Paul Herman Thompson, Fairmont.
Wiley Roberts Taylor, Fairmont.

The following are the new members taken in since June 1, 1928:

Regular Members

Beverly Newton Austin, High Point.
John Randolph Avera, Charlotte.
Calvin Nicholas Barger, Baltimore, Md.
Walker Meares Kilpatrick Bender, Trenton.

Frank Leroy Black, Belmont.
Broadus Lee Blackman, East Spencer.
Charles Donald Blanton, Lowell.
Clayton Emerson Bolinger, Asheville.
Ernest Gaston Boysworth, Norwood.
William D. Bradsher, Charlotte.
Carl Barden Britt, Rocky Mount.
Carney Washington Bynum, Durham.
T. R. Carothers, Swannanoa.
John K. Civil, Charlotte.
William Alexander Comar, Asheville.
Leland Hall Cox, Belmont.
Raymond Samuel Dawson, Asheville.
Claude Lonnie Derrick, Charlotte.
Chas. William Eason, Charlotte.
E. L. Feagan, Hendersonville.
John Stratford Ferguson, Raleigh.
Kenneth Vaden Franklin, Raleigh.
Alonzo L. Gilreath, Asheville.
Chas. Samuel Gore, Asheville.
Jas. Malcolm Hall, Jr., Wilmington (Beal Prize).
Robert McTarrin Holroyd, Whiteville.
Oscar Lee Hurdle, Aulander.
Jay H. Johnson, North Wilkesboro.
Benjamin Franklin King, Hickory.
George Luther Kirkpatrick, Black Mountain.
John Salathiel LeGette, Charlotte.
Daniel David McCrimmon, Hemp.
William Merriman McKinney, Greensboro.
Alton Brooks McLeod, Roanoke Rapids.
William McDowell Matthews, Wilson.
Albert McLean Matlocks, Wilmington.
Walter McCombs Mauney, Murphy.
DeVere Keith Medford, Clyde.
Curtis Hill Oakley, Roxboro.
Valton Prentiss O'Neal, High Point.
Joseph Clements Powell, Charlotte.

Elmer Jesse Pittman, Elm City.
 Robert M. Prince, Charlotte.
 John Neal Rigby, Albemarle.
 Robert Savage, Maxton.
 Arthur Chas. Sorel, Winston-Salem.
 Kenneth Bryan Spoon, Charlotte.
 J. M. Tatum, Brevard.
 William Z. Tingen, Charlotte.
 Walter D. Turner, Elkin.
 John Alexander Underhill, Cary.
 Russell Charles Walton, Raleigh.
 Jas. S. Webb, Wadesboro.
 Jas. F. West, Belmont.
 Ernest Harvey Wood, New Bern.

Associate

L. W. Anderson, Hertford.
 George Harvy Ballance, Charlotte.
 Alton Cain Browning, Greensboro.
 E. L. Bryan, Aberdeen.
 E. G. Dorsey, Henderson.
 Paul Barclay Henley, Fayetteville.
 John Leidy Holshouser, Chapel Hill.
 Lyman Baker Hunt, Durham.
 L. C. Jumper, Black Mountain.
 A. S. Marrow, Morehead City.
 P. D. Rollins, Asheville.
 W. R. Summers, Kings Mountain.
 B. O. Stephenson, Shelby.
 Oscar Logan Umstead, Durham.
 John E. Welch, Asheville.

It will be observed that the total membership now numbers exactly 900. This is the highest number by 52 that the Association has ever affiliated. It should be stated, however, that if only those members owing dues for no more than two years were retained on the rolls the number just mentioned, 900 would be lessened by 122 making the count stand at 778. The excuse we have for retaining these seemingly non-paying members is that quite a few often do pay up finally in full when they are approached personally or when their financial condition is bettered. It has been the custom each year to include such persons as members and it would not be fair to this year's report to omit them. It will likely be true that the report of the Secretary for next year will show a decided dropping off in membership numbers because of general economic conditions. The facts just recorded, however, should not lessen our elation over having 900 affiliates to report at the Golden Anniversary Meeting.

The following members have died during the year:

Robert Sylvester Finley, Asheville, November 9, 1928 (Associate).

Exum LeRoy Pike, West Asheville, April 26, 1929.

Joseph Nicholas Pittman, Henderson, July 19, 1928.

Arthur Charles Sorel, Winston-Salem, September 1, 1928.

In addition to the above the Association lost by death one of its charter members, Mr. Melville

Dorsey, of Henderson, on July 16, 1928. Since the compilation of this report news has reached us of the death in Wilmington on June 3 of another of our charter members, Mr. J. D. Nutt, and we have just learned that Mr. H. W. Harris, of Mocksville, died on May 20.

The following members have resigned during the year:

J. H. Kennedy, Gastonia, October 1, 1928 (Associate).

Malcolm McKay, West Durham, February 1, 1929.

Randall Newton Mann, High Point, June 2, 1928.

E. A. Ray, West Jefferson, August 23, 1928 (Associate).

Rufus Sugg Shaw, Scotland Neck, February 1, 1929.

John Vernon Thompson, East Flat Rock, August 23, 1928.

Leonard Spencer Youngblood, Maiden, August 23, 1928.

The following members were dropped during the year for non-payment of dues:

Benjamin Wade Binford, Tignall, Ga.

Esker P. Crabtree, Franklinton.

Thomas Ricaud Gibbs, Belhaven.

James Hines Kirby, Kenly.

Kenneth Alexander Kirby, Kings Mountain.

William Alfred Sappenfield, Fayetteville.

W. Herbert Stallings, Fayetteville.

Jesse Rose Whitley, Fremont.

Charter Members

As will be brought out at other points in our meeting, this year the Association has had its charter membership reduced to five persons. Three of the five were voted a complimentary life membership upon the recommendation made by President J. A. Goode at the 1923 meeting. I wish to recommend that the remaining two, Messrs. John H. Hardin, of Wilmington, and Thomas Ruffin Hood, of Smithfield, be also exempted from further dues and be enrolled as honorary life members.

Growth in Membership

In connection with membership it becomes interesting to trace the growth in numbers which the Association has enjoyed since its founding in 1880. Beginning its career with 117 members the records for each of the decades since show that up until 1910 the organization showed no material growth in numbers. At the end of the first decade the roll listed 146 members; at the end of the second, 135 members; and at the end of the third, 1910, it listed 267 members. Not until 1915, however, did the Association add rapidly to its membership. In that year the number stood at 227. From then on the growth was consistently rapid, culminating in 1929 in a total of 900 affiliates.

Canvassing Trip

The summer canvassing trip for dues and for new members heretofore made by me was last

summer ably made by Mr. F. O. Bowman, who was on the road approximately two months and whose work was highly successful. Our thanks are due him for his efforts in this particular.

Voting by Mail

In accordance with the by-laws a ballot was mailed last year to each member of the Association, that contained the names of the nominees selected by the Nominating Committee and approved by the members in session at the Morehead City meeting. This ballot was mailed on June 27 with the request that all votes be returned to President Warren W. Horne. On August 2 President Horne asked the Canvassing Committee, composed of Messrs. C. L. Eubanks, *chairman*, J. L. Sutton, and M. L. Jacobs, to get together and count the votes he had sent by registered mail to the chairman of that committee. The Committee, after counting all votes, declared that the following persons had been duly elected: President, C. C. Fordham, Sr.; First Vice-President, C. B. Miller; Second Vice-President, C. T. Durham; Third Vice-President, G. A. Iseley; Secretary-Treasurer, J. G. Beard. Members of the Executive Committee: J. C. Brantley, W. W. Horne and P. C. Stratford.

Recommendations

I wish to support the recommendation President Horne made in his annual address that the Constitution be so amended as to permit the Executive Committee annually to elect a secretary-treasurer. This change has two distinct advantages and no apparent disadvantages.

I wish further to recommend that at this convention we elect or authorize the President to appoint three delegates to attend the United States Pharmacopoeial Convention to be held in Washington in May, 1930 for the purpose of formulating a new revision of the Pharmacopoeia.

Report Delayed

I had hoped that at the Golden Anniversary Meeting I would be able to present some interesting and valuable historical data bearing upon the development of the Association since its inception in 1880. I am forced to wait, however, until 1930, which will mark the completion of fifty years of service, to give the data referred to. At that time the members will be surprised and pleased to learn the amount of biographical and statistical material that has been collected and is filed in the archives of the Association.

Conclusion

In concluding my seventeenth annual report as secretary of this organization I wish once again to thank the members for the confidence imposed in me and particularly to thank the officers who have given me their cordial support during the past year, and Miss Alice Noble, who has in her usual efficient manner, rendered me such a service as permitted the work to go on in a satisfactory manner.

Respectfully submitted,

(Signed) J. G. BEARD,

Secretary-Treasurer.

Upon motion the report of the Secretary-Treasurer was received and the recommendations therein referred to the Resolution Committee.

The President next called for the report of the Executive Committee.

REPORT OF THE EXECUTIVE COMMITTEE

First Meeting

The organization meeting of the Executive Committee was held in the Morehead Villa at Morehead City on the afternoon of June twenty-first following the last general session of the Association. The following members were in attendance: Messrs. Warren W. Horne, C. C. Fordham, Sr., E. F. Rimmer and J. G. Beard. This group, constituting a quorum, elected President Horne as chairman and Mr. Beard as secretary of the Committee for the year.

After a lengthy conference in which all matters concerning the welfare of the Association were discussed, the Committee adopted a financial budget for the year; a canvasser for the purpose of collecting dues and securing new members was authorized; and Attorney Bowman was re-appointed for the following year. This constituted the work of the first session of the Committee.

Second Meeting

The Executive Committee held its second session in the Sir Walter Hotel in Raleigh on January twenty-third in joint conference with the Legislative Committee of the Association. Present from the Executive Committee were Messrs. Horne, Fordham, Rimmer, J. C. Brantley and Beard. The Legislative Committee was represented by Messrs. G. K. Grantham, J. P. Stowe and F. W. Hancock. Present also was Attorney F. O. Bowman. The two groups discussed matters concerning the machinery of the Association and legislation in prospect at the 1929 session of the General Assembly.

It was the consensus of opinion that a drug show or exhibit, which had been proposed for the Asheville meeting, would not be a wise addition to the convention program. It was decided that hotel headquarters in Asheville should be either the Battery Park or George Vanderbilt hotels with the choice to be left to Messrs. J. A. Goode, Local Secretary, and J. G. Beard, General Secretary. The date of the meeting was fixed at June 18-20. Secretary Beard made a general statement concerning the financial and general affairs of the Association. The meeting then concerned itself with legislative affairs and in this connection Attorney Bowman made a lengthy statement covering what the drug business might expect in the next Legislature. Particular attention was devoted by Mr. Bowman and by the entire group to the report of the Budget Commission and to Schedule B of proposed taxes. It was

voted to leave to Messrs. Grantham and Bowman the task of securing a reduction in soda fountain taxes in the upper schedule. It was moved that the Chairman and Mr. Bowman use the power of the Association in opposing any sales tax and that the Legislative Committee be called again into session if such a step seemed necessary. It was agreed that no new legislation should be introduced by the Association in the 1929 Legislature. There being no further business the joint meeting adjourned.

Third Meeting

The third and final meeting of the Executive Committee was held in the Battery Park Hotel on June 17 with the following members present: Messrs. Horne, Fordham, Beard, Brantley and Rimmer. The Committee examined the books and vouchers of the Secretary-Treasurer and found the accounts accurately kept and to be as represented in his annual report.

The Committee approved the program prepared by the Secretary and the Local Secretary and also approved a registration fee of \$1.00 to be charged each person participating in the 1929 convention of the Association.

Respectfully submitted,

(Signed) J. G. BEARD,
Secretary.

The annual report of the Secretary-Treasurer of the North Carolina Board of Pharmacy was next called for.

Secretary-Treasurer Hancock stated that the report was ready but he would have to ask that its reading be delayed until a later session on account of the fact that the Board would not be able to ratify it until its meeting that evening.

PRESIDENT HORNE: Could we have the report of the Committee on the Principles of Business Practice?

The report was read by Chairman E. L. Tarkenton.

REPORT OF THE COMMITTEE ON THE PRINCIPLES OF BUSINESS PRACTICE

We again assemble here to renew our pledges to our Association and to the Druggist's Research Bureau, and to take an inventory of our priceless possessions right here in our own State.

The spirit of service and co-operation must breathe life into our work, or it will perish and we along with it.

You and I are working with an institution called an association of pharmacists, which is nothing more nor less than an organized ideal.

When individuals, corporations or partnerships become hypnotized with power for selfish interest

and resort to competition and practice tainted with fraud, we should exercise individual efforts to overcome these evils.

My fellow pharmacists, we need co-operation among ourselves in upbuilding the policies of the true principles of business practice. The exigency of the present age demands more than speech. It demands action from every member of the North Carolina Pharmaceutical Association.

Let us pause a second and take note of the things we are doing and of the things we have left undone among the pharmaceutical profession. We have druggists who never lend their presence or suggestions to this Association; we have some druggists who never attend our meetings because they want to be free from restriction for their own competitive gain; we have other druggists who never attend our meetings but contribute their support and suggestions and are willing to make the sacrifice of staying at home in order to let their partners or clerks attend, and from this class of druggists we may gain renewed zeal to go forward with the work and inspiration for new achievements in creating and maintaining the true principles of business practice.

Before we go too deep into drug trade practice, let us see what some of the problems are right here in our own State. We are selling numerous preparations that cost us \$2.25, \$4.50, and \$9.00 per dozen for 25c, 50c and \$1.00. We make no protest. We hand out samples from reputable toilet goods manufacturers and the cut-rate drug stores, chain department stores and grocery stores reap the benefit. We have drug stores in the State who inform the public through glaring headlines in newspapers "We figure every ingredient going into a prescription at cost price with a reasonable profit, we do not charge for service." Fine business practice! We have drug stores in the state capitalized at \$25,000.00, \$10,000.00 paid in, \$7,000.00 in fixtures and \$3,000.00 in stock trying to meet chain department stores with a paid up capital of millions of dollars. I sometimes wonder if we have drug stores in the State which allow a percentage on prescription work to physicians, and which sell all drugs for the physician's family use at cost prices. If we have, this Association should adopt a new code of ethics.

We have physicians in our State, in towns which have five and six registered pharmacists, dispensing their own pills and tablets; in other words, practicing pharmacy.

We do a credit business and let the customer pay at his own convenience.

Do we take advantage of special days in the year, such as Pharmacy Week, and First Aid Week, in order to bring the professional side of pharmacy before the public?

Do we, as retail pharmacists, co-operate with each other and have monthly meetings to discuss the problems that are essential to good business practice?

My fellow druggists, the independent pharmacists of this nation have it within their power to better business conditions.

Pharmacy must ultimately reach out for a Moses to lead us out of the wilderness or we must adopt a code of practice that will draw us together into a united fellowship of endurance and endeavor.

During the past year, 59 local and state associations prepared resolutions and forwarded them to the N. A. R. D. No action has thus far been taken towards holding a joint conference, either with the Federal Trade Commission or between the various groups of retailers. A number of the national associations are, however, studying the subject very carefully. I have been informed by Mr. E. L. Newcomb, secretary of the Druggists Research Bureau, that the N. A. R. D. and N. W. D. A. are each ready to act when the best plan of procedure has been decided upon.

To encourage the Druggists' Research Bureau and to help promote better relations among pharmacists, wholesalers and manufacturers, the Committee on "The Principles of Business Practice" offer the following resolutions for your consideration and adoption:

1. *Whereas*, The N. C. P. A. in convention assembled is unanimously of the opinion that the return to better times depends upon speedy return to sound economic conditions in the distribution of merchandise,

Resolved, That the N. C. P. A. of retail druggists hereby express its grateful appreciation to the N. A. R. D. and N. W. D. A. in an investigation of trade practice with a view to correction of trade abuses.

2. *Whereas*, The consuming public is more and more being placed at the mercy of retail distribution monopoly in the form of department and chain drug stores that cut prices for advertising purposes, which is depriving the consuming public of the benefit of the small service stores by driving them out of business, and

Whereas, The public, in the future, will be compelled to purchase necessities and luxuries where chain stores monopolies dictate, and be faced with substitution for nationally known merchandise, and

Whereas, The small independent pharmacist cannot continue in business unless he secures a living profit,

Resolved, That the N. C. P. A. in annual convention assembled condemn such practice.

3. *Whereas*, The shipment of unsolicited goods on the consignment basis has caused untold annoyance, and

Whereas, This method of distribution is unsound and distasteful to the retail pharmacist, therefore be it

Resolved, By the N. C. P. A. that all such practice be condemned.

4. *Whereas*, Pharmacy Week widens the knowledge and strengthens the confidence of the public in the true status of pharmacy, be it

Resolved, That the N. C. P. A., in convention assembled, urge each and every retail pharmacist to co-operate in every way to bring before the public the ethical side of pharmacy, and be it further

Resolved, That the N. C. P. A. appoint a Committee on "Pharmacy Week" and

Resolved, That the executive committee of the N. C. P. A. be authorized to allow the committee on "Pharmacy Week" such sum as it sees fit for this work.

5. *Whereas*, We are of the opinion that demonstrations given on the premises of the retailer for the purpose of introducing a new line of merchandise, when handled exclusively by drug stores, is perfectly legitimate, be it

Resolved, That we condemn in unmeasured terms all concealed demonstrations.

6. *Whereas*, Some manufacturers of medical preparations market their products partly through subsidizing of clerks, causing in many instances, substitution and setting up unfair trade practice, be it

Resolved, That the N. C. P. A. place itself upon record as condemning such practice.

7. *Whereas*, The present custom of cutting prices and using nationally advertised merchandise as a bait to get the consumer in the store has no other purpose than to monopolize and demoralize, be it

Resolved, That the N. C. P. A. commend and encourage each druggist in the State to push his own preparations and controlled goods, and be it further

Resolved, That it approves the giving of a commission by proprietors to clerks on controlled goods and preparations under their own label.

8. *Whereas*, We consider it perfectly legitimate, as far as trade practice is concerned, for the retail pharmacist to sell space in his window to manufacturers of resale merchandise for the purpose of distributing the same.

Resolved, That the N. C. P. A. recommend that all manufacturers who honestly endeavor to effect a living profit in the resale of the products be given first choice in window and counter display, and their efforts be encouraged and supported by the retail pharmacists.

9. *Whereas*, Many new stores are being opened, in many instances, by men who are not registered pharmacists,

Whereas, These are responsible for prevailing cut prices and for many other petty and often contemptible forms of competition and also responsible for the lowering of professional standing and ethics generally,

Resolved, That the Chairman of each legislative committee in each county make a study of limiting the number of new drug stores in towns where at present we have more than one drug store for every two thousand population, and be it further

Resolved, That the attorney for the N. C. P. A. be instructed to send out a questionnaire in order to gain information and enlightenment on the subject, for the purpose of discussion and decision as to what procedure the association may pursue at our next annual meeting.

10. *Whereas*, The consuming public is being lured into chain stores and department stores by

nationally advertised articles at or below cost.

Whereas, In many instances unknown and inferior merchandise may be palmed off on the public.

Whereas, The public, who spend their cash at the chain store and do their charge business with the independent store and pay at their convenience, do not appreciate the service and extension of credit by the independent store

Resolved, That a 30 day credit basis for all customers be adopted, placing the independent business on a cash basis when possible.

11. *Whereas*, The N. C. P. A. was organized by and in the interest of retail druggists, and

Whereas, Wizards of finance seem to think that chain drug stores can be operated as successfully as chain grocery stores with an eye open to revenue only,

Resolved, That we do not over-look the tremendous advantage we have in personality and service, and be it

Resolved, That each independent drug store in the state be requested to place in the front of his window the following wording:

"This Drug Store Owned and Operated by Independent Pharmacist."

(Signed) E. L. TARKENTON, *Chairman*,

E. R. THOMAS,

J. I. O'BRIEN.

CHAIRMAN TARKENTON: My friends, it would be impossible to cover all the problems affecting our profession in the short space of time allotted to the report on "Principles of Business Practice." I do not claim to be an expert in writing resolutions, nor do I claim that I am capable of offering suggestions as to how you should conduct your business, but my loyalty to our profession prompts me to ask for your co-operation, hoping that our many years of experience may give us a measure of wisdom to guide us in coping with the problems of today, and if together we successfully overcome the many obstacles that beset our profession our reward will be that we have lightened the path of the younger generation who will take our place.

Upon motion the report of the Committee on the Principles of Business Practice was referred to the Resolutions Committee.

MR. F. W. HANCOCK: I just want to call the attention of the members to the prize of \$10.00 offered by the Woman's Auxiliary for the best paper presented at this meeting.

At this point the Secretary announced that the National Wholesale Druggists' Association had appointed Messrs. T. C. Smith,

E. M. Hannon and P. A. Hayes as delegates from that organization to the Golden Anniversary Meeting. He also stated that he had a number of letters and telegrams from druggists and civic organizations in Durham, High Point, Pinehurst, Raleigh, Wilmington and Winston-Salem extending invitations for the 1930 meeting to be held in the respective cities. These were turned over to the Committee on Time and Place of Next Meeting. The Secretary then read communications from the American Fair Trade Association asking that the Association re-affirm its endorsement of the Capper-Kelly Bill; a telegram of greeting from the Missouri Pharmaceutical Association, and messages from the following members expressing their regret that they could not be present at the Golden Anniversary Meeting: Messrs. E. V. Howell, R. R. Copeland, B. H. Wolfe, and Chas. R. Thomas.

There being no further business scheduled for the second session, upon motion the meeting adjourned.

THIRD SESSION

The third session of the convention was called to order by President Horne at 8:30 on Tuesday evening.

With a few gracious remarks President Horne introduced the first speaker of the evening, Mr. Charles Stevens, expressing his thanks both to the speaker and to Parke, Davis and Co. for giving the delegates the opportunity of listening to the illustrated lecture on "How Biologicals Are Made."

Mr. Stevens prefaced his illustrated lecture by giving a short history of biological manufacture and then showed two reels of most interesting moving pictures explaining the various steps which are taken in the making of diphtheria, typhoid, and smallpox vaccines. A number of the pictures portrayed the various activities at Parkedale, Parke, Davis and Co.'s Biological Farm, where are afforded modern facilities and equipment for serum production and other biological work.

President Horne next announced that the next lecture for the evening was an illustrated one by Mr. J. G. Beard on "The Men Who Have Contributed to the Origin, Development and Growth of the North Carolina Pharmaceutical Association."

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In his opening remarks Mr. Beard stated that he was "seeking to present a pictorial record of the officers of the Association (presidents, secretaries and treasurers) in the order of their accession and of the members of the Board of Pharmacy." He said that the Association has collected photographs of all of these past officers with the exception of three past presidents—Messrs. Jordan, Bradley and Cheers. Lantern slides were then shown of the past officers, the brief time at the disposal of the speaker and the large number of slides, prohibiting "anything more than a brief reference to each officer as his face was flashed on the screen." As each picture was displayed the lecturer waited for a moment in order that the audience might have an opportunity to guess who the person was. The lecture produced a great deal of interest, particularly among the older members, and as each picture was shown the audience paid tribute to the officer's service to the Association by warmly applauding.

President Horne expressed regret that it would be impossible to have the third address scheduled for that evening as Professor E. V. Kyser, who was to give an illustrated lecture on "Perfume Oils," had been unavoidably detained by business in Chapel Hill.

Upon motion the meeting adjourned.

FOURTH SESSION

The fourth session of the North Carolina Pharmaceutical Association was called to order by President Horne at 10:30 o'clock on Wednesday morning, June 19.

SECRETARY BEARD: The Traveling Men's Auxiliary is meeting in a few minutes in the room across the hall and I expect to be present. I would like to be able to carry with me the greetings of the Association and also an expression of our appreciation for the entertainment they have always provided at our annual meetings. I would like, therefore, to make a motion that I may be permitted to carry the greetings of this body to the T. M. A. and an expression of our appreciation for the many courtesies they have extended us.

This motion was seconded and enthusiastically passed.

At this point President Horne called for the report of the Secretary-Treasurer of the North Carolina Board of Pharmacy.

The report was read by Secretary-Treasurer F. W. Hancock and will be found in a later section of the Proceedings devoted to the Board of Pharmacy.

SECRETARY BEARD: I move that this report be accepted and that we also extend a vote of thanks to Messrs. Zoeller and Hancock for their long and faithful service. Of course, we are grateful to the other members of the Board for their efficient work but they are mere youngsters in comparison with Mr. Zoeller and Mr. Hancock. To the latter we are particularly grateful for the service they have rendered for so many years.

Motion passed.

PRESIDENT HORNE: The next order of business is the report of Attorney F. O. Bowman.

ATTORNEY BOWMAN'S REPORT

Mr. President, and Members of the North Carolina Pharmaceutical Association:

I have the honor to submit at this time my Ninth Annual Report as General Attorney for your Association.

The report consists of:

First, a general statement of the work carried on by me during the past year, with particular reference being made to the trip last summer for the purpose of obtaining new members and collecting dues, and

Second, an account of the legislative work during the 1929 General Assembly which convened for seventy-days during the months of January, February and March, together with a review of the legislation affecting the drug business considered at this Legislature.

At the outset, it is stated that the activities engaging me during the fiscal year 1928-29, have been just as numerous, and perhaps more so, than during any previous year it has been my privilege to represent the Association. Likewise, the volume of work handled by me has been as great, or even greater, than in any previous year. Almost daily new problems, legal and otherwise, arising as a result of the constant changing conditions in the drug business, and from the multitudinous laws and regulations governing it, have been submitted to me for solution. In undertaking to furnish accurate opinions and sound advice upon all such questions, as well as in all other work for the Association, I have endeavored, at all times, to give the best effort and thought I am capable of giving. The benefits that have been derived by these efforts may be determined only by the membership of this body.

In addition to the routine above mentioned, I have edited the Legal Section of the CAROLINA JOURNAL OF PHARMACY; prosecuted some fifteen or more applications for Trade-mark and Copyright registrations; effected a large number of compromises with the United States Treasury Department for minor violations of the Narcotic Laws and Regulations; appeared before the State Department of Revenue, and other governmental departments on numerous occasions with respect to tax questions and other matters affecting retail druggists arising from time to time; made frequent trips to different sections of the State on Association business; and handled the insurance service offered to members, besides spending approximately two months on a dues collecting trip, and being at Raleigh for more than another two months engaged in Legislative work.

Summer Trip

Because of Secretary Beard's inability to make a canvass of the State last summer for the purpose of securing new members and collecting dues, the Executive Committee requested me to make the trip in his stead. I was on the road fifty-eight days during the months of July, August and September, secured sixty new association members together with four Life Memberships, succeeded in reinstating several who except for a personal visit would have allowed their membership to lapse, and collected \$3,750 in dues. On other trips at odd times during the year, I obtained nine additional new members, and collected \$250 more in dues, therefore, bringing the total number of new members secured during the year to sixty-nine, and the amount of dues collected to \$4,000.

Legislative Work

Representing the Association at the last General Assembly was far more strenuous, involved more effort and trying experiences than any one of the five Regular Sessions and the two special Sessions during the nine years I have been engaged in Legislative work. It was necessary to attend every session, for each day it seemed brought forth some additional proposal or some new condition that demanded immediate attention. To begin with, the Legislature itself was one of the most extraordinary law-making bodies that has ever assembled at Raleigh, due in the main to the large number of new and inexperienced legislators, and to the somewhat changed complexion in its membership politically, as a result of the political upheaval at the last election. Faced perhaps, with one of the most perplexing and acute tax problems that has ever confronted a North Carolina Legislature, and deprived of the seasoned and experienced leadership of such men as Murphy, Connor, Nettles, Grier, and others, the entire session was marked by one reversal and inconsistency after another, particularly in the House, therefore, keeping those of us covering the Legislature constantly on the alert, and not knowing until the closing hour just what disposition

would be made of the measures in which we were most deeply interested.

Prior to the coming of the 1929 General Assembly, your Executive and Legislative Committees, sensing the danger ahead, and in view of the unfavorable outlook of the legislative situation, very wisely decided that the Association would not ask for the passage of any measure but that instead it would direct its efforts in opposing any and all legislation offered that would be detrimental to its members. As expected, it became necessary to oppose a large number of measures of the character that had been anticipated, all of which were finally defeated, even though many times it appeared that we were fighting a losing battle and that our efforts would go for naught.

After the gruelling experiences of this Legislature, I am able to appreciate more than ever before the value and importance of organization and co-operation. For, had it not been for the combined efforts of our own Association and other trade organizations, working in absolute harmony throughout the entire Legislative session with one object in view, namely, to forestall all proposed legislation detrimental to the business man, and above all to defeat any and every measure that would impose additional taxes upon the retailer, together with the wonderful co-operation of the members of these organizations, it is my firm belief that a sales tax law in some form, most likely, perhaps, upon tobacco products, soft drinks and amusements, would have been placed upon the Statute books, and that you today would be collecting pennies, licking stamps, keeping records and filing returns with the State Department of Revenue.

Legislation Affecting Retail Druggists Reviewed

Two thousand and sixty-nine bills and resolutions found their way into the Legislative hopper during the seventy days the Legislature was in session. Of this number, one thousand, one hundred and eleven were enacted into law, and the remaining nine hundred and fifty-eight either failed to survive the respective committees to which they were referred, or were killed in open session.

In reviewing those directly affecting retail druggists, I shall furnish no more than the substance of such measures, pointing out any changes that were made in existing laws, in order that you may be informed concerning them and may also know just what kind of legislation was proposed.

Revenue Act of 1929, and Schedule B License Taxes.

The Budget Revenue Bill, drafted by the Budget Commission before the Legislature convened, was introduced at the very first of the session, and was referred to the Finance Committee. After re-writing some of its provisions, following hearings on its various sections that lasted until March 8th, this Committee reported the amended bill back to the House, and it was enacted into law on the last day of the session.

No change whatever was made in any of the Schedule B License taxes applicable to retail drug-

gists, except that a provision was incorporated in Section 127, imposing a tax on retailers of sandwiches, prohibiting counties from levying a tax on such dealers, also, providing that cities and towns may not levy an amount in excess of the amount levied by the State. Under the section as written in the new act, therefore, the State levies a tax of five (\$5.00) dollars, and cities and towns may levy and collect the same amount, making the total tax that may be collected from sandwich dealers, only ten (\$10.00) dollars, whereas, under the 1927 act, the State collected five (\$5.00) dollars, the county five (\$5.00) dollars, and a city or town whatever amount its governing body determined upon, which was placed as high as thirty (\$30.00) dollars in some instances.

The Budget Commission was prevailed upon to insert the provision, referred to, long before the Legislature convened while it was drafting the Budget Revenue Bill. At the same time an attempt was made to get the Commission make a reduction in the tax on soda fountain operators in the larger cities of the State, in which the state and city tax for this privilege amounts to sixty (\$60.00) dollars. Again, an appeal was made to the Finance Committee when it had the Revenue Act under consideration, to either reduce the tax or else adopt a more equitable plan of taxing operators of soda fountains. We were unsuccessful in getting this done, however, and the schedule of taxes under this section remain the same as it has been for the past four years.

Branch or Chain Store Tax

Section 162 of the new Act again places a tax upon Branch or Chain stores. Under its provisions all stores, except filling stations, where there are two or more under the same general management, supervision or ownership, are deemed chain stores, and as such each store in excess of one must pay an annual tax of fifty (\$50.00) dollars to the State, and a like amount may be levied by cities and towns in which they are located.

There appears to be but little difference, when viewed from a strictly legal standpoint, between this section and the 1927 chain store tax law, imposing a tax of fifty (\$50.00) dollars on each store where more than five were operated under the same general supervision, management or ownership. The latter Act was held to be unconstitutional by the Supreme Court on the ground that it was clearly arbitrary. It is understood that plans are now under way to submit the 1929 Act to the Supreme Court for determination, and, unless the Attorney General's office has reversed its opinion since it advised the Finance Committee that the new section would not stand the test of the courts, the case will in all probability be declared unconstitutional by default inasmuch as this office, holding the opinion it does, can not hence defend the Revenue Department in the action that is to be brought against it.

While the bill was intended primarily to place a tax on stores of large chains, which usually

operate on foreign capital, there are a large number of independent retail druggists, who operate more than one store, and who will be taxed, therefore, as chain store operators. In such cases, the tax should be paid under written protest, and declaring it to be illegal, and then a written demand for a return of the money should be made to the Commissioner of Revenue within thirty days thereafter. Otherwise, the money will not be refunded, even though the act be declared unconstitutional.

Sales Tax Measures

The Williams Sales Tax Bill, providing for approximately forty million dollars annually, was undoubtedly the most drastic tax measure ever submitted to a North Carolina Legislature. Being a general sales tax measure, it imposed a tax on the sale of practically all classes of goods, wares and merchandise, essentials as well as non-essentials, in amounts varying from five per cent to twenty per cent. Had it been enacted into law, "it would have raised prices and increased the cost of living, encouraged buying from mail order houses, driven business from the State, and shifted the burden of taxation from the pockets of the rich to the shoulders of the poor," besides placing an unreasonable and expensive burden upon retailers in its operation.

The Halstead Sales Tax Bill was a special or as better known a "nuisance sales tax" measure, imposing a tax of from ten to twenty per cent upon what the bill termed non-essentials, including amusements, fountain syrups and soft drinks, and tobacco products. It was estimated that the revenue that would be derived from this source would probably exceed five million dollars annually, all of which, under the terms of the bill, was to be used in maintaining the public schools of the State.

While these were the only two sales tax bills proper that were submitted, both of which failed to survive the Joint Finance Committee, there were other revenue measures proposed that would have levied a sales tax on specific classes of merchandise handled by our members.

Franchise Tax Bill

The Franchise Tax Bill, introduced rather late in the session, was another measure offered to provide for running the Public Schools of the State. It proposed to levy not only franchise taxes, but also a gross sales tax on Public Utility Corporations, and on practically all other manufacturing concerns in the State. In addition to this, it would have placed additional License taxes together with a gross sales tax upon retailers handling certain articles. One section levied a tax of five per cent upon the gross sales of all soft drinks, in addition to the license tax now paid, while another section imposed a license tax upon every retailer of cosmetics, perfumes, and toilet articles, and in addition thereto, a gross sales tax of five per cent; in each instance the tax was to be paid by the retailer. This particular measure was sponsored by a group of representatives

from agricultural eastern Carolina and a few of the representatives from the extreme western section of the State, in an effort to further shift the taxes on land to business and industry.

Workmen's Compensation Act

One of the most important pieces of legislation enacted at the last Legislature, perhaps, is the Workmen's Compensation Act. This law applies to every retail druggist, as well as to all other employers, whether individuals, firms, or corporations, who employ as many as five persons, and those who employ a lesser number may come under its provisions by giving notice in the manner prescribed by the Industrial Commission which administers the Act. In behalf of the new law, Colonel James R. Young, who has had more than fifty years in the Insurance business and who was Insurance Commissioner of this State for twenty-two years, has this to say: "The North Carolina General Assembly of 1929 made a stride forward in progressive legislation by enacting the Workmen's Compensation Law. A law of this character was already in force in all except five of the States of the Union and in practically all foreign countries and states. Its enactment has been urgently sought for the past fifteen years. Now only four states remain without this law, namely, Arkansas, Florida, Mississippi and South Carolina.

"The underlying principle is that each industry should provide compensation for its injured workmen and their dependents. This is the modern trend of thought and is sound from a humanitarian as well as an economic standpoint.

"The North Carolina law in its form and language follows the best bills enacted and insures a fair and just compensation for all injured workmen and their dependents without discount, expense or delay, and fully protects the employers in their rights when called upon to compensate for industrial accidents."

The effective date of this law is July 1, 1929. I have been advised that every drug store in the State has been supplied with a bulletin issued by the Industrial Commission containing the Act, the rules and regulations of the Commission, and detailed information, together with all necessary blanks for use by those coming under the Act. In the event any member has not received this bulletin and the forms, I am prepared to furnish him with another copy.

Uniform Weights and Measures Law

An amendment to the Uniform Weights and Measures Law, was enacted, providing that manufacturers shall pay a license tax to cover the inspection of scales and measures, and eliminating the inspection fees that retail dealers heretofore have had to pay. This measure was sponsored by the Commissioner of Agriculture. The fee system for weights and measures has been a source of dissatisfaction and annoyance since it became a law in 1927, and the retailers of the State as well as the Department of Agriculture are glad that it has been dispensed with.

An amendment to the Insecticide and Fungicide Law, also was enacted. It likewise was sponsored by the Commissioner of Agriculture, and it provides that manufactures and dealers shall not be required to attach a tax stamp to insecticide and fungicide packages "weighing less than five pounds." Before being amended the law read "in packages weighing one pound or less."

Drug Store Whiskey Bill

Senator Person's bill to permit druggists to fill prescriptions containing alcohol for medicinal purposes when under the provisions of the Volstead Act, at the request of the Senator was referred to the Committee on Propositions and Grievances, of which he was the Chairman. Without a hearing and with only three members of this Committee present, it was reported "Without Prejudice," and sent back to the Senate. When it came up for consideration, it met with strong opposition and was re-referred, this time to the Health Committee, which later by unanimous vote gave the bill an unfavorable report.

Child Labor Law

Representative Boren of Guilford County, at the request of the State Federation of Women's Clubs, introduced the same old Child Labor measure, pertaining to the employment of children under the age of sixteen. It was reported unfavorably by Judiciary Committee No. II, to which it was first referred. Later it was taken from the unfavorable calendar and sent to the Committee on Public Welfare where it was also reported unfavorably. In substance, and as applied to our members, it provides that no person under the age of sixteen may be employed or permitted to work in any drug store for more than eight hours in any one day or forty eight hours or six days in any one week, or after the hour of seven P. M. or before the hour of six A. M. If such a measure should ever become a law it would mean that a retail druggist would not be permitted to have his own son under sixteen deliver a package for him after seven o'clock in the evening. Furthermore, it would necessitate the employing of two delivery boys by many drug stores that now get along quite well with one, and with not evil effects caused by overwork to him. The existing law is applicable in such cases up to fourteen years of age.

Cut Rate Bill

Senator Lawrence's Bill to protect commerce in the State of North Carolina from illegal and unfair competition, received a favorable report by Judiciary Committee No. 1, but was tabled when it reached the floor of the Senate. It would have given the merchants of the State permission to file a written complaint with the Corporation Commission against other merchants who sell goods at cut-prices, and, it provided that if the contentions of the protesting merchants were maintained, the cut-rater would be fined \$100.00 for each day such practices were continued after final adjudication.

Buck Law Amended

Representative Hutchins of Johnson County was allowed to exempt his county from the provisions of the "Buck Paregoric Law," inasmuch as the exemption in no way changed the status of merchants who sell non-poisonous domestic remedies. Mr. Hancock and myself at first had the proposal held up, but when it was learned that the introducer of the bill was trying to get something entirely remote from that provided therein and actually thought he was doing so, namely, to exempt his county from the operation of the drug store registration act of 1927 so as to enable one of his constituents to operate his place of business, using the denomination Drug Store without employing a pharmacist, we withdrew our objections to its passage.

Finally, while no bills were introduced, there were at least five persons registered in other States but unable to meet the requirements of our law for reciprocal license, who threatened to appeal to the Legislature for a North Carolina license by special Act. Some of these men went so far as to employ counsel to appear for them, but through the influence of Mr. Hancock for the Board and through the work of the Association, they were able to get but little encouragement, and therefore abandoned their purpose.

In conclusion, I wish to express my deep appreciation to the officers and members of this Association for the support and co-operation I have received from all during the past year. And, especially do I want to congratulate this organization upon its growth, its progress, and its achievements, during the long period of 49 years since it was brought into existence, and for commemorating this service at this, the Golden Jubilee Meeting. May it continue to grow, maintain its same high ideals of purpose, and render even more efficient service.

Respectfully submitted,

(Signed) **FREDERICK O. BOWMAN.**

(Applause).

Upon motion the report of Attorney Bowman was accepted and filed.

SECRETARY BEARD: We are very grateful to Mr. Bowman for his loyal and effective service during the year.

At this point Mr. C. M. Andrews was granted permission to read a letter he had received just after the General Assembly adjourned from W. L. Dowell, Executive Secretary of the North Carolina Merchants Association.

Raleigh, N. C.,

March 26, 1929.

Mr. C. M. Andrews

Burlington, N. C.

Dear Mr. Andrews:

The legislature adjourned a week ago today and I, for one, am glad it is all over. Since I have had an opportunity to catch up with some of

my work accumulated during the session of the General Assembly, I want to drop you a line to express my very great appreciation for the fine co-operation you gave me in all legislative matters and to tell you frankly that but for such assistance upon the part of yourself and merchants like you from all sections of the State, we would today have written on our Statute books some form of an iniquitous "sales tax."

In many respects, the 1929 session of the General Assembly was one of the most extraordinary and difficult to deal with that has ever met in this State. It was born of a political upheaval; was confronted with probably the most acute tax problems which ever faced a legislature in this State; was composed of more new or inexperienced legislators; reversed itself more frequently; had a greater division of party men in its membership than any of its recent predecessors; and was entirely leaderless.

For the past fifteen years, I have closely watched each session of the General Assembly. I believe I am as well posted on legislative procedure and know what is in the minds of legislators as any man in the State; and with this background of experience and knowing the personnel and problems of the recent legislature, I full believe some sales tax measure would have been enacted but for the efforts of The North Carolina Merchants Association and other interested parties, particularly, Mr. F. O. Bowman, who represented the State Pharmaceutical Association.

I do not know what salary or retaining fee is paid Mr. Bowman, but regardless of the amount, the druggists of this State received more than their money's worth through his efforts at the last General Assembly. Mr. Bowman has also had considerable experience in legislative matters and he has a personal acquaintance with a great many public men throughout the State. He was of invaluable assistance to me, for we were both working toward the same objective; namely, to defeat all legislation that was detrimental to mercantile interests. Of course, Mr. Bowman's activity was primarily concerned with druggists, while mine embraced all branches of merchandising. We worked in absolute harmony and co-operation; each of us attended every session of the legislature and compared notes daily.

For a number of years, there has been some talk in this State with regard to a sales tax and since such a measure has not been enacted, some of our merchants think it is a cry of "wolf," where there is no wolf, but there has never been the same conditions existing that existed during the session just closed and real sales tax measures have never been introduced before. I think it nothing short of a miracle that some such measure did not get by this time and, as stated above, I am absolutely convinced that some form of a sales tax would have been enacted but for the fine work done in behalf of the merchants of the State by our Association and the Pharmaceutical Association, through the efforts of Mr. Bowman.

Not only did we find it necessary to oppose

sales tax measures, but there were a great many other proposed pieces of legislation, which would have been extremely injurious and detrimental to all merchants, that both Mr. Bowman and myself vigorously opposed. There were several 'weights' and measures' bills and numerous other bills of a taxing nature which were successfully defeated. On a whole, our Association is well satisfied with the results of the legislature, for while it is true that we did not ask for any new legislation, there was no detrimental measure enacted, which is saying a great deal, when one considers the problems and temperament of the recent session of the General Assembly.

I again wish to express to you my very great appreciation for your assistance and hope when you see Mr. Bowman, you will convey to him my warm appreciation for the excellent services he rendered. Of course, I shall communicate with Mr. Bowman direct, but I believe he would really appreciate it if he knew that I had expressed my appreciation of his services to others.

With kindest regards and all good wishes, I am

Yours very truly,
(Signed) W. L. DOWELL,
Secretary.

MR. C. M. ANDREWS: This is what other organizations think of Mr. Bowman.

President Horne next called on Chairman C. B. Miller for a report of the Papers and Queries Committee.

Chairman Miller stated that he had broadcast two letters calling for papers and no one seemed to want to respond. He then told several humorous stories and read a letter from Mr. J. D. Nutt, of Wilmington, written on May 22. It will be remembered that Mr. Nutt died on June 3. He was one of the charter members and the letter illustrates a humorous style which was peculiarly his own.

Wilmington, N. C.,
May 22, 1929.

Mr. Chas. B. Miller,
Chairman of Papers, N. C. P. A.,
Goldsboro, N. C.

My dear Mr. Miller:

Replying to your letter of April 16. On first thought I felt satisfied that a paper coming from me would not be at all interesting to the Fiftieth Anniversary Meeting of the N. C. P. A., but upon reading an item in "*Drug Topics*," for May 1929, in regard to Karl Scheele, by Dr. C. H. La Wall, I have somewhat changed my mind, and have decided to send this letter, which you will consider as my paper. If you think after reading it, it would be of interest to the membership, I would appreciate your getting someone to read it, as it will not be possible for me to attend, which I very much regret. Otherwise, destroy it and forget it.

The above mentioned paper by Dr. La Wall, starts out by saying:

"Who was this fellow Scheele, and what did he do that was so wonderful?"

"Well, among other things, he discovered oxygen, chlorine, hydrofluoric acid, tartaric, citric, benzoic and oxalic acids, and

"That's enough, I see he must have been one of those pharmaceutical research chemists, with a college education and a fine laboratory."

"Not at all,—on the contrary, Scheele never had any schooling after he was fourteen years of age, and his laboratory equipment was such as he could find in connection with a small city pharmacy in his native land of Sweden."

This reminds me very much of myself, with the exception of the "wonderful" portion of it, to which I do not lay any claim in view of the fact, as I have said before in THE CAROLINA JOURNAL OF PHARMACY, that I first entered the drug business when about nine years old, as bundle boy, with no education whatever except an ordinary schooling up to that time. But during the eleven years of my stay with this firm, I discovered several little things which I thought might be interesting. Among them was, to ascertain the percentage of alcohol without an alcoholometer. I first take a minim measure, capacity 120 min. and put equal portions of turpentine and the suspected alcohol, and almost instantly I get the correct percentage of alcohol. The turpentine and alcohol mix together, of course, water separating from the alcohol, showing the line of demarcation plainly.

Many years ago, before morphine was sold in cubes, as it was in later years, we did quite a business in the store in which I worked. In bottling up morphine, quinine and other salts, it was a question sometimes of "which was which," and I discovered that by gently tapping the pile, if it was morphine it would adhere to the spatula, and if quinine it would not. (This is almost as bad as how to tell the male bee from the female bee; grasp it firmly in your hand, and if it stings you it is the female bee, but if it don't sting you, then it is the male.)

I remember on one occasion, when one of our old time doctors came in the store and said, "Sou, can you put this up for me." "I don't know, Doctor," I said, "but I'll try, let's see it." The prescription called for zinc sulphate, water and tincture of opium, nota bene, mix water and zinc sulphate, and add tincture, gutta by gutta; so I got to work. The doctor took his seat in the prescription room and watched the process. The finished product was a flocculent suspension. It was exactly what he wanted, and he said, "Good boy; You have done something which some of the other druggists in town refused to do, and they have gotten a clear solution, which was not what I wanted." You can easily understand why the Doctor wanted this flocculent suspension.

Trusting that the convention will be a great success, and with kind personal regards, I am,

Sincerely yours,

(Signed) J. D. NUTT.

President Horne next called upon Mr. M. L. Shirley, Commercial Agent of the Carolinas District Office of the United States Bureau of Foreign and Domestic Commerce, located at Charlotte.

Mr. Shirley stated that the Department of Commerce aims to be a service institution to American business. Its function is to co-operate with business men and women in collecting information and studying problems which will assist merchants and manufacturers to conduct business more efficiently. The need of an unbiased clearing house of commercial information has long been recognized. In addition to furnishing published material, requests are handled for information on individual business problems. He stated that the Bureau, upon request, carries on special studies of various commercial subjects within the proper scope of governmental research. He called attention to the study the Bureau has issued on "Retail Store Problems," and said that while it is not designed to cover the retail drug trade, it is applicable to that business. In conclusion the speaker said that his office is in existence solely to be of service and "it is our hope that you will not hesitate to make as free use of our office as you would if it were your own."

PRESIDENT HORNE: We will next have an address from one of our charter members, Mr. E. V. Zoeller, who will speak on "The Organization and Development of the North Carolina Pharmaceutical Association."

Mr. Zoeller said that the material he had prepared had been so fully covered in the Program Number of the Journal, in the address of the President, and in the illustrated lecture of Mr. Beard that he would have to ask to be excused.

MR. HENRY T. HICKS: It seems that we have some time left and it has occurred to me that there might be a little round table talk of some things that might be of service. A thought occurred to me a short time ago. I was in a drug store and a prescription was brought in. The clerk started to compound it and found that three of his graduates were dirty. I thought that twenty-five cents invested in a brush for cleaning the

mortars, spatulas, etc. would have saved him a great amount of time and worry.

MR. J. P. STOWE: There is a little matter that I would like to bring to your attention. You have all had a letter from Dr. Shore in which the State Board of Health offers to sell diphtheria antitoxin at twenty-five cents a tube with instructions that you sell it at fifty cents, and tetanus serum at fifty cents to sell for seventy-five cents. I should like for you to help the Board by carrying these antitoxins. Dr. Laughinghouse wanted me to thank you personally for the distribution that you have given them.

MR. W. W. PARKER, SR.: I wish to make a suggestion that our Association shall bring out more ideas on salesmanship at the annual meetings.

PRESIDENT HORNE: The chair will recognize Mr. Sam E. Welfare.

MR. SAM E. WELFARE: *Mr. President, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

This is a pleasant moment in my life, for I have the privilege to represent my associates of the N. C. P. A. for the purpose of giving credit where credit is due.

Fifty years is a long time, measured by the calendar or any other standard. So seldom do things earthly reach this mark that a fiftieth anniversary has been named GOLDEN, thus signifying its value, its rarity and its importance. The N. C. P. A. is this week celebrating its GOLDEN ANNIVERSARY and as our President, Mr. Warren Horne, has said: "We should celebrate the occasion with fitting appreciation and gratitude. We rejoice in the knowledge that for half a century it has weathered all storms, survived all difficulties and grown stronger each succeeding year." It is impossible to mention all the things contributing to its success, but one thing is paramount, and that is the splendid character of the MEN who have moulded it, the zeal with which they have worked and the pride they have taken in that work. The roster of the N. C. P. A. contains the names of many men who have given years of valiant service to the organization (just read the last issue of the CAROLINA JOURNAL OF PHARMACY which was so ably edited by our beloved friend Miss Alice Noble. The article I refer to is entitled: The North Carolina Pharmaceutical Association, 1880-1929.) I fully believe however, that I voice the sentiment of every member when I say that a great deal of credit for the splendid growth of the Association and the development of Pharmacy as a whole in North Carolina, is due to the great love, intense interest and untiring efforts of our dear friend and brother, J. G. Beard, the man with a vision.

Thirteen years ago he advocated and went to work on the collection of historical material concerning this Association, looking forward to the celebration of this Golden Anniversary Meeting.

Secretary Beard joined the Association twenty-one years ago, immediately after passing the State Board Examination, and seventeen years ago was elected Secretary. He has been serving wonderfully well ever since. In spite of the fact that repeated efforts have been made to get him away from us, as very tempting positions have been offered him in much larger fields, he has chosen to remain in this work which he loves so dearly, and to continue to give to North Carolina his unstinted labor and his inspiring service. May God bless him in his future service to his profession in North Carolina and the world at large, and give to him a still greater vision of future attainments.

During the seventeen years he has been our Secretary he has watched the membership grow from 248 to over 900 members, but believing that an Association should be an organization not only of great numerical strength, but of influence and service as well, he has worked always with that end in view, both for the purpose of obtaining new members and to further the legislative program. For several summers he spent his entire vacation period in a Ford automobile, making a store to store, man to man canvass of practically the entire State, the itinerary usually covering more than two thousand miles. The importance of these trips cannot be over estimated for not only were between seventy-five and one hundred new members secured each summer but quite a few were retained as members who might otherwise have dropped out. In addition to the primary purpose of these trips, which was to "Talk the Association" and to guarantee the passage of legislation the Association sought at various times, he also added hundreds of dollars each year to the treasury.

Since 1914 he has conducted a bureau of employment, a sort of clearing house between employer and employee.

He has worked for the clerks' and proprietors' sections, fought for the establishment of the Woman's Auxiliary, the mail ballot, the resolutions committee and many other things too numerous to mention.

Perhaps his greatest work in connection with the Association and certainly the one of which he can be most proud, has been the establishment of THE CAROLINA JOURNAL OF PHARMACY. Beginning with no editorial experience whatever, by his indomitable courage and unbounded energy he has given to the Association a Journal which is recognized nationally as an outstanding magazine. Too much cannot be said of it in a most favorable way; it is a big job to get it out every month.

He has been signally honored nationally time and again. He has just been appointed Chairman

of The Syllabus Committee, and has also been chosen as the Secretary of the Committee on The Study of Pharmacy by The American Council of Education.

In his work with the Association, he has given always the best he had, and that best has been splendid achievement. And as a tribute of gratitude, the N. C. P. A. on its Golden Anniversary is giving him a Golden Memento, as a pledge of our affection, our admiration and our friendship. In thus honoring him, we honor ourselves, for we show that we very greatly appreciate fidelity to conviction, devotion to principle and lofty ideals.

Secretary Beard, in the name of the members of the N. C. P. A. and FOR them I give you this watch. It is a token of affection, born of long contact which each recurring year has served to strengthen. We want you to wear it as an emblem of our great appreciation for the things you've stood for and the courage and devotion with which you've served this Association. We wish for you years, big with success and achievement, bringing you health and happiness, with all your hopes fulfilled and the successful accomplishment of your highest aim. And may we seal this pledge with a hearty hand shake and the motto of this grand old state of North Carolina, "Esse Quam Videri," It is better to be than to seem. (Applause).

SECRETARY BEARD: *Ladies and Gentlemen:*

I don't need to tell you that this is a surprise. If I deserved it I would be grateful, but as I don't I am doubly grateful. I wish I knew how to thank you. It is the first time in my life I have been rewarded for doing something I enjoyed. It has been a labor of love. As I listened to the words of praise I felt like I had just started in service instead of having been secretary-treasurer for seventeen years. It is hard to know how to express my appreciation. If you could count my pulse beats and could know what is going on inside of me you would know how pleased I am and you would realize how deeply touched I am by your gift and your generous words of praise.

At this point the following Greenville, S. C., druggists were introduced to the convention: Messrs. J. Lee Carpenter, R. M. Dacus, and S. C. Calder, each of whom brought greetings from the South Carolina Association and an invitation for as many North Carolinians as possible to be present at the South Carolina Association meeting in Columbia the following week.

Upon motion the meeting adjourned.

SECTION MEETINGS

The Proprietors' Section

The first meeting of the Proprietors' Section was called to order by Chairman Carl E. Fitchett at two-thirty o'clock on Wednesday afternoon, June 19, in the Wistaria Room of the Battery Park Hotel.

The first order of business was the address of the Chairman and in the absence of the Vice-Chairman, the Secretary of the Section, Mr. Sam E. Welfare, was called to the chair.

CHAIRMAN FITCHETT'S ADDRESS

Fellow-Members of the North Carolina Pharmaceutical Association, Gentlemen of the Proprietors' Section:

We are very happy to have this opportunity to meet again and "cuss and discuss" the many problems that confront us in the drug field. I sincerely hope that the papers and discussions at these meetings will be interesting, and that they will be helpful to each and every member present.

The fifty years of organization,—the Golden Jubilee of the N. C. P. A. that we now celebrate—is a fitting time to look backward, to reminisce upon the years gone by—to think about the Association's beginning, the progress made little by little, step by step, until now we have one of the greatest associations of retail druggists in the nation. We are proud of our Association and thankful for the many helps that have come from it. As we think of the past fifty years, the next picture that flashes on the screen is the fifty years to come. We surely are at the dawn of another day and the beginning of the second half of a century of service to mankind. It behooves us to look forward with confidence and courage, for surely the clouds on the business horizon are clearing away. The "light is breaking in the east;" the dawn of a better day is here!

We know the struggle has been hard, but slowly and surely the North Carolina druggists are awakening to their greatest opportunities. Keen competition from thoroughly organized chain corporations has forced us to sit up and take notice. We have seen friends in the profession crushed by this competition. Each of us, in some way, has felt the arrow's sting, but are still struggling to give dependable drug store service, at a profit. Are we downhearted? No! We look into the future with confidence. The spirit of helpfulness is growing in the hearts of those who serve us. The great army of manufacturers and jobbers are beginning to realize that we must all pull together, if we are to maintain that standard of service of which we boast. I am sure that we, as druggists, will appreciate their help, suggestions, and encouragement, given to enable us to carry on and make money for ourselves,—which, of course, makes money for them. They have told us for

some time that we must "wake up; clean up; merchandise, and sell." There they stopped. Now, they come forward with a concrete plan,—the ways and means to enable us to get the co-operation we need;—to "wake up; clean up; merchandise, and sell!" The manufacturer today surely realizes the tremendous outlet he has in the independent druggist and he is studying and spending money on our problems, trying to find out the best way to help us.

Let's have an open mind and give them a chance to teach us a few new ideas in merchandising! Let's get the idea of window displays, counter displays, sales co-operation, and newspaper advertising tying up with the advertising done by the manufacturer! Change all displays and advertising at least once a week. Work with the jobbers and their salesmen. You know that druggists have been charged with a very serious offense—Laziness! When I think of the fourteen hour day that many of us work, I wonder how any intelligent person could say a retail druggist is lazy. I do not believe that we have many lazy druggists, although I am thoroughly convinced that—with a great many of us—ten hours out of every fourteen we spend each day are spent in the wrong direction. We do not use our heads. We do not THINK. We only WORK. So many of us spend our time doing things that any fountain boy could do and possibly he could do them better,—and surely lots cheaper. We need to sit down quietly and plan special sales a long way in advance, as the "chains" do. They plan sales, buy goods, work out the advertising, and all details long before the sale goes on. They have ample time to improve or try out things on a small scale before it is put on in a big way. They make plans for doing things the same as an architect plans and draws big buildings. They give time and thought to what they are doing, and that's what we independent druggists fail to do. But thanks to the new day that we are just beginning, we too, will be able to do all these things, and have help too.

Our employees are a great problem. How many druggists know, at the end of a week or a month, if they are paying a certain clerk too much, or if another one is earning his money? Very few druggists keep sufficient record to know if each man on his payroll is earning the salary he gets. He just knows that John is a nice boy and seems to work pretty good, and that the boy at the fountain will be better when he gets a little age on him. This rule of sentiment and rule-of-thumb method will not work under our present day high pressure. We must know that John's sales are so much and his salary is so much, and the percentage of salary into his sales equals either a profit or a loss on John. Now, if John realizes that he is causing his employer a loss, he will quickly get on the profit side, or will hunt a job with less work and more pay. We should know that each clerk earns his or her salary. If we don't we are doing that clerk an injustice. The "cham" does know these things and their clerks know that they must earn their salaries, or they will soon be replaced. If

you don't believe the chain stores have real salesmen, just take a little time—don't hurry,—just go in for a package of razor blades, and hear the young man mention the items you need. He does not stop at just "Thank you!" "Won't there be something else?" or "Call again!" He tries to sell you now the many things you are supposed to need. Just try it. It will pay you well to see how you are treated. Gentlemen, we need badly well-trained sales people, aggressive and persistent to the point of satisfactorily selling merchandise. Some of our large, successful, independent druggists follow these plans, but we smaller ones just "drift with the tide." The average druggist knows nothing of selling costs—as to the clerk or the item in question.

Gentlemen, I hereby recommend that this Section appoint a committee to work out a scale that will enable the average small druggist to know his selling cost and what salary should be paid—per hundred dollars of sales—to his clerks; and that this committee, after investigation, recommend some book of rules or instruction that we may study and learn management, selling, efficiency, and that we may properly instruct our clerks in the same subjects. We need to be more efficient. If we could be seventy-five per cent. as efficient as the "chains" then we would surely never fear their competition. I recommend that our Association establish contact with the Department of Commerce branch at Charlotte and work out a suitable plan to this end.

A good many stores are neglecting their prescription departments. We have felt that this was not a profitable department and have just kicked it around like "a red-headed step-child." In our store, I hereby resolve to make an honest effort to improve our prescription service; to make a dollar prescription look like it is worth a dollar; to take a little more pains with the appearance of the prescription, and to try to make the customer realize that it is no mean calling to be a "pill roller."

We are going to do our best to co-operate with our doctors more fully and thereby create a better feeling for our store, which will build confidence—which, in turn, begets sales of prescriptions and allied products. And we further resolve to do our best to put into practicable use all the helps furnished us by the folks who really want to help us, and by so doing, believe that the "light is breaking" and that we are now entering upon "the dawn of a better day!" (Applause).

Upon motion the address of the Chairman was accepted and the recommendations contained therein referred to the Committee on Resolutions.

Secretary Welfare appointed as the Committee on Resolutions: Messrs. E. V. Zoeller, *Chairman*, E. L. Tarkenton and W. W. Horne.

At this point Chairman Fitchett resumed the chair.

The Chairman appointed as a Nominating Committee: Messrs. I. W. Rose, *Chairman*, Sam Carter and H. M. Cooke.

Chairman Fitchett announced that the first paper to be presented before the Section was by Mr. E. L. Tarkenton, who had chosen for his subject, "Independent Pharmacists Prepare to Protect Your Profession."

Mr. Tarkenton stated that we are now living in the commercial competitive stage, but are slowly emerging out of this into the age of enlightened self-interest. He said that the independent drug store proprietors of North Carolina are our worst competitors, that where there are no cut rate chain drug stores the independent pharmacists are cutting the life out of standard trade-marked preparations. They fear that if we stand still and do not cut prices the chain will come in. "Because of inadequate and mutual co-operation of the pharmacists in some towns, druggists are today cutting each other out of the small profit which rightly belongs in the business." The question, as Mr. Tarkenton sees it, is "shall we join in with the trust and help freeze out our independent brother-pharmacist who is trying to make an honest living, working fourteen to sixteen hours a day, or shall we take advantage of our independence and assert ourselves?" The independent retailer is suffering from a four-way attack: (1) the manufacturer, (2) chain stores, (3) mail order houses, (4) house-to-house selling. Continuing Mr. Tarkenton said that he believed that the Association should adopt some method by which the public may become acquainted with pharmacy and the part it plays in serving the public. "In my opinion we will not have to resort to slaughter house prices and cheapen our profession." The public needs only to know that the chain store is a menace to the consuming public and our form of government. "Concerted action by every independent pharmacist in the United States can educate the people within two years so that the output of large chains will be limited to one-fourth of their present turnover, which is made at a loss." Some plan should be devised by which each and every

family in the State can be reached from two to four times a month. The retail pharmacist is not appreciated by the public and every retail and wholesale drug store in the State should get together on a program of co-operative advertising. The speaker then read a suggested educational advertisement that would be one of many appearing in the State press and in conclusion said that co-operative advertising is for the purpose of creating publicity on a larger scale than is possible for the individual alone.*

MR. J. A. GOODE: *Mr. Chairman*, I move that the paper of Mr. Tarkenton be referred to a committee to take under consideration the suggestions he has made. We are always glad to hear from Mr. Tarkenton. He shows that he has looked into conditions thoroughly. He has written about something in which I am very much interested—co-operative advertising. (Mr. Goode then explained the plan of advertising in the District of Columbia where information boxes are placed in drug stores with literature to acquaint the public about the profession of pharmacy. He also discussed newspaper publicity.)

Upon motion Mr. Tarkenton's paper was referred to the Committee on Resolutions.

CHAIRMAN FITCHETT: Mr. G. A. Iseley has prepared a paper on "Special Sales." Due to his recent automobile accident he does not feel equal to reading the paper and has asked me to present it to you.

Mr. Iseley's paper stated that Special Sales build volume, increase profits, win new customers and create good-will. Competition is the real cause of Special Sales—the competition of other retailers and the serious rivalry of the mail order house. Everybody is eager to save money and it is a good idea to give your customers an opportunity to save by having an occasional special sale which, "by a little planning, can be arranged without financial loss to the merchant." There are certain times during the year when both the retail and wholesale business are dull and during this time the manufacturer "endeavors to produce certain numbers to cover operating costs." The

wide-awake retailer avails himself of the reduced prices offered by the manufacturer at this time and offers his customers real saving prices and thus increases his sales volume, at the same time holding down overhead. Careful attention must be paid to window displays for special sales. "Some newspaper advertising is essential to good business, but it is far more important to let the buying public understand that you are giving them reduced prices on standard goods as *your way* of advertising."*

Chairman Fitchett at this point called on Mr. E. F. Rimmer to tell something about his success in operating on a strictly cash basis.

MR. RIMMER: My problem of selling for cash is entirely a local one. I had a suburban store in a part of Charlotte that had some home-owned residences, and two apartment houses. My customers were leaving and new stores were coming into the neighborhood. Mr. Hancock's report shows that there was a growth in N. C. drug stores of fifty-three during the past year. I still contend, as I did last year, that there are too many stores in the State. I wrote my customers that on January 1st I was going to run my business on a cash basis. My January sales were good; my February sales were also good, but about March the novelty wore off; I am glad to say, however, that about May 1st business again picked up. I am advertising too. The things I am cutting on I am slashing prices as deep as anyone else; I cut on about 28% of the drug store items and maintain prices on 72%.

Mr. I. W. Rose was next called upon to express his views about cut prices.

MR. ROSE: We have about the same situation in Rocky Mount that exists everywhere else. Two of the cut rate stores are comparatively new. We have other kinds of stores such as Montgomery-Ward, etc., that sell a lot of the things that belong in a drug store. The other stores are rendering the best service they know how to give. Our salvation lies in the one fact that there is a personality about such a business and a professional side that the average chain store very frequently cannot have with a hired

* This paper will be printed in full in an early issue of THE CAROLINA JOURNAL OF PHARMACY.

druggist who rarely takes the same interest in the business as a druggist who owns the store. We run no special sales. I am afraid I am not a good merchandiser. We don't have the kind of purchaser who likes special sales, but our business has been built up along different lines. I have found it is hard to get away from the methods you have always used. You want to keep on along the lines you always did. With our competition we haven't lost in our business, but have shown a gain in the professional side. That in itself is a sufficient gratification to us and we are not worrying because of the chain store. It happens that in every town there is room for at least one druggist who keeps the professional side of his business to the forefront and that is the side of the store we are striving to build up.

MR. E. C. BROKMEYER: I rise to speak about the position that pharmacy occupies before the Federal Trade Commission. The Commission has reported to Congress that as a result of a questionnaire it finds that manufacturers, retailers and wholesalers favor resale price legislation. Consumers largely oppose it. The campaign in favor of resale price legislation in the past twenty-years has been prosecuted on the theory that we were not only in favor of resale price legislation but unless we gained it we were doomed to destruction. How can we prefer charges against the chain stores of all kinds if the Federal Trade Commission finds that retail druggists are resorting to the same practice? As a lawyer I want to say that if evidence is presented to the federal government that druggists are guilty of this practice our case is weakened. I am glad to submit this to you gentlemen because you are intelligent jurymen. Moreover legislation cannot be the panacea for our ills; retailers must keep pace with the march of progress in seeking efficiently and economically to run our businesses as well as to locate the weak points and to correct them. We must keep pace with big business and in connection with this some legislation is necessary. Either existing laws are not just, fair and adequate and unfair trade practices are observed and should be stopped, or new legislation is necessary. I suggest

that a committee on publicity be appointed of your finest men and that this committee be charged with the task of evolving the best kind of publicity to be used to "sell the public on pharmacy." We haven't developed our assets and given them to the public.

At this point Mr. R. A. Creekmore of the Coca-Cola Co., of Atlanta, Ga., was called upon to address the Section on the subject of "Refrigeration." He gave some very interesting facts in regard to the value of the soda fountain department in the drug store. "The soda fountain," said the speaker, "is the creator of re-sales." Continuing he said that the turnover of the soda fountain in an average drug store amounted to twenty-four times a year, and that at least a third of the patrons who made a purchase at the soda fountain patronized other departments of the pharmacy before leaving.

At the conclusion of this address Chairman Fitchett called on Messrs. R. D. Rainey, S. E. Welfare, W. W. Horne, Jos. Hollingsworth, Sam Carter, and H. M. Cooke for expressions of their views on price cutting and merchandising, all of whom told of the drug conditions in their respective towns and expressed the desire to see practice of price cutting stopped.

CHAIRMAN FITCHETT: As the time allotted for the meeting of the Proprietors' Section has already been extended and as the meeting of the Scientific Section was scheduled for this room thirty minutes ago we will have to conclude our business at the session tomorrow morning at 9:30.

The meeting adjourned.

The Clerks' Section

The Clerks' Section was called to order by Chairman Carl T. Durham in the Roof Lounge on Wednesday afternoon at two-thirty.

Owing to the failure of the Acting Secretary for the Morehead City meeting to send the minutes of the 1928 sessions of the Clerks Section, this order of business was necessarily omitted.

It was decided to make the nominations for officers for 1929-30 from the floor instead of through a Nominating Committee. Mr. F. H. Scroggs, of Franklin, was nomi-

nated for president and Mr. G. O. Tripp, of Tarboro, for Secretary. These officers were unanimously elected.

Secretary Tripp reported that during the past year 365 double postals were mailed to clerk-members of the Association. Fifty were returned with the information requested, while local post offices sent back twenty undelivered. The cost of mailing these cards was \$6.70 and the printing amounted to \$2.50, making the expenses of the Clerks' Section for the year \$9.20.

Three papers were read before the Section. The first was one written by Miss Mattie E. Smith, of Charlotte, and presented by Mr. F. H. Scroggs. Chairman Durham read the Pharmacy Corps Bill now before Congress and an interesting paper in regard to the same. Mr. J. B. Connell, of Warren Plains, read the third paper, taking as his subject, "Price Maintenance."

Miss Mattie E. Smith discussed several prescriptions which attracted unusual attention.

There was considerable discussion about when the meeting of the Clerks' Section should be scheduled on future programs. It was the sense of the members present that the Program Committee be asked to arrange the meetings of the Clerks' Section on either the first day of the convention or on the day preceding the opening day. It was felt that this plan would insure a larger attendance.

The following resolution was adopted:

Whereas, pharmacists in the United States Army are not accorded the rank or the salary which their qualifications and service entitle them to receive, and

Whereas, repeated efforts have been made without success to induce the Surgeon General to advocate an increased standing for pharmacists,

Whereas, a bill is now pending in Congress that would authorize the creation of a Pharmacy Corps under the terms of which pharmacists would receive commissions and a salary scale that would attract the highest type of pharmacist to the service,

Therefore, be it resolved that the North Carolina Pharmaceutical Association go on record as favoring the establishment of such a corps and that its officers be instructed to use every effort to bring about the passage of the Bill, and

Be it further resolved that a copy of this resolution be sent to each member of the North Carolina Congressional Delegation.

There being no further business the Clerks' Section adjourned.

Scientific Section

The Scientific Section was called to order by Chairman G. A. Russell, of Greensboro.

The first order of business was the address of the Chairman.

CHAIRMAN RUSSELL'S ADDRESS

Mr. President and Members of the N. C. P. A.:

Your Scientific Committee has endeavored during the past year to get for presentation at this meeting, a program of matters that would be of interest to all present. We believe that we have fallen far short of our aim but nevertheless, we stand behind the program as being the best possible under the circumstances.

Your Committee wishes to present to this Association two lines of thought, trusting that the members will give them due consideration.

In the report of last year, it was suggested that the members of this Association interest themselves in the pharmaceutical research conducted at the school of pharmacy of the University at Chapel Hill, this interest to manifest itself in a small appropriation of funds. This would be in line with the action of several of our sister organizations who are making grants to their respective state schools of pharmacy. I urge this Association to consider again my report of last year.

In 1927, the Scientific Committee mailed to each member of this Association, two circular letters urging the presentation of papers by these members at that year's meeting. I believe that only seven replies were received and all of these were negative. In 1928, and likewise this year, your Committee has endeavored to secure papers from druggists who are engaged in practicing their profession. We feel that practically every druggist in this Association could present a paper on a topic of popular and practical appeal. The vast fund of worth-while information and ideas now locked up with the individuals would no doubt be sufficient to keep this Committee supplied with interesting papers for many years to come. Let me urge the members of our Association to give the work of the Scientific Committee some thought and a great deal of help next year. Your incoming Chairman will have a difficult job at best, so get in and help him make the 1930 meeting an outstanding one.

Respectfully submitted,

(Signed) G. A. RUSSELL,
Chairman Scientific Committee.

(Applause).

Chairman Russell stated that the first paper scheduled to be presented at that session was one by Prof. E. V. Kyser, of Chapel

Hill, whose subject was "A History of Soap."

Professor Kyser had been unavoidably prevented from attending the meeting and the Chairman gave a brief outline of the paper. The history of soap was traced from Biblical times to the present, and during that period the names applied to various soaps refer to the location or region in which the soaps were made rather than to the ingredients used in their manufacture. The literature, as cited by the author, shows that the term "Castile" as applied to soap originated in England and is probably a corruption of the word "Castle." The author concludes from his study that soaps made from olive oil and caustic soda were made and distributed under names other than "Castile" long before the Spanish makers adopted that name. Therefore, he concludes that "the claim that the so-called Castile Soaps are now made and have always been made from pure olive oil and caustic soda is without foundation." The author discussed the present day manufacture of Castile Soap, going fully into the methods used and the quality of the ingredients. He pointed out very clearly the differences that exist between "Castile" soaps made in this country as compared to those made abroad.

Professor M. L. Jacobs was also unable to be present at the meeting and the Chairman gave an abstract of his paper, entitled, "A Comparative Study of the Adsorptive Powers of Activated Carbons and Animal Chars."

Professor Jacobs first described how activated carbons are prepared. He then gave the results of an exhaustive series of experiments on the adsorptive power of activated carbons vs. animal charcoal using alkaloids for study. The method used was to shake a known amount of alkaloid in water solution with varying amounts of activated carbons and animal chars, filtering off the unadsorbed alkaloid and titrating. In every instance the activated carbons adsorbed more of the alkaloid than did animal chars; the percentage adsorbed varying with the number of milligrams of carbon or char used, until a point was reached where complete adsorption was accomplished. Professor Jacobs concludes (1) The percentage adsorption of al-

kaloids by chars is fairly well proportional to the amount used up to the point of complete adsorption; (2) All groups of alkaloids are not adsorbed to the same extent; (3) Adsorption of alkaloids is greater with activated carbons than with animal chars; (4) Activated carbons vary in adsorptive power—probably due to state of purity; (5) Activated carbons should not be used in filtering pharmaceutical solutions containing alkaloids or their salts, since part of these may be removed by adsorption; (6) Activated carbons may be substituted with advantage over animal chars as an antidote in certain cases of poisoning.

Miss Mattie E. Smith presented a paper on "The Trend of Pharmacy."

Miss Smith pointed out a few of the troubles that beset pharmacy in centuries gone by, the difficulties in obtaining properly collected drugs, the infringement of competition by other merchants and the attempts to keep knowledge in the hands of the clergy. At the beginning of the 18th century pharmacists were doing a thriving business as "counter prescribers," the charges being extremely lucrative. This practice has largely disappeared at present. The paper pointed out that today the three most important factors influencing pharmacy are organization, education and legislation. The paper was concluded with the statement "It is not necessary that merchandising be disregarded, but if we are to be more than a merchant, let each of us make a sincere effort to really be more than a mere tradesman."

At the conclusion of this paper Mr. Horne moved that the thanks of the Association be extended Chairman Russell for the instructive meeting. The motion was seconded by Mr. Rose and carried.

Upon the motion of Mr. Horne, seconded by Mr. Eubanks, the meeting adjourned.

Proprietors' Section

The second and final session of the Proprietors' Section was called to order by Chairman Fitchett at 10:00 o'clock, Thursday morning, June 20.

The report of the Resolution Committee was called for.

Chairman E. V. Zoeller then presented the following report:

The Committee on Resolutions of the Proprietors' Section approves the recommendations in the report of Chairman Fitchett and suggests their adoption.

Mr. E. L. Tarkenton has presented the following resolutions:

Whereas, the independent pharmacists of North Carolina deem it necessary to acquaint the public with the mission the pharmacist plays in the health of the State

Whereas, the courts have gradually by their interpretation sought to prevent the profession of pharmacy from asserting its rights as a profession

Whereas, as a result of such interpretation towns and cities are becoming a slaughter house of cut prices and substitution by non-resident corporations

Whereas, we deem it wise to sell the public to the independent pharmacists, therefore, be it

Resolved, by the North Carolina Pharmaceutical Association of retail pharmacists in convention assembled that a committee be appointed to work with the executive committee for the purpose of arriving at a definite decision as to co-operative advertising for the independent pharmacists of North Carolina.

Co-operative advertising will not solve organization problems. It will not solve inexperience. It will not solve unwise credit. It will not solve neglect or extravagance. The good things in this life are not handed to you on a silver spoon.

You have got to place your house in order to receive organized publicity.

Clean thinking and courageous doing, such as having the windows and interior of your store brilliantly lighted, and displays of clean, attractive merchandise. If the public passes your door and the interior is gloomy and there is a complete absence of artificial lighting and you make no effort to better your service, then your success is doomed; no amount of publicity will stimulate your business.

If we are to create and maintain our places of business so that they will grow and become a pleasure and be profitable, we should adopt three principles in business: (1) Place our houses in order so that we may reap the benefit of publicity; (2) Buy only what we can sell; (3) Study turnover; (4) Practice co-operative advertising.

For years, my friends, we have been looking on while the development of trade organizations has been going on. In the light and spirit of this old and honored profession and as an associate with you in a common cause, I ask of you to adopt some plan that will give the pharmacist of North Carolina confidence to go forward to meet the greatest enemy—Unfair Trade Practice.

Respectfully submitted,

(Signed) E. L. TARKENTON.

Your committee recommends that the incoming president be requested to appoint a special committee consisting of five members who are actively engaged in the retail drug business and interested in educational advertising to correspond with some advertising agencies with a view to the adoption by members of the Association of some plan of co-operative advertising subject to the approval of the Executive Committee.

(Signed) E. V. ZOELLER, *Chairman*,
E. L. TARKENTON,
W. W. HORNE.

The report of the Resolutions Committee was adopted.

The report of the Nominating Committee was next called for.

Chairman Rose presented for the Committee the following names for officers of the Proprietors' Section for the ensuing year: *Chairman*, H. M. Cooke; *Vice-Chairman*, S. E. Welfare; *Secretary*, Jos. Hollingsworth.

Upon motion this report was adopted.

There being no further business the meeting adjourned.

FIFTH SESSION

The fifth session of the North Carolina Pharmaceutical Association was called to order by President Horne at 10:30 o'clock Thursday morning.

The report on the Resolutions adopted by the Proprietors' Section was first called for.

Mr. S. E. Welfare read the following report:

The Proprietors' Section have adopted the following resolutions:

I

Resolved, that this Section appoint a committee to work out a scale that will enable the average small druggist to know his selling cost and what salary should be paid per hundred dollars of sales to his clerks; and that this committee, after investigation, recommend some book of rules or instruction that we may study and learn management, selling, efficiency, and that we may properly instruct our clerks in the same subjects, and be it further

Resolved, that our Association establish contact with the United States Department of Commerce Branch at Charlotte in order that suitable plans may be worked out.

II

We recommend that the incoming President be requested to appoint a special committee consisting of five members who are actively engaged in retail business and interested in educational

advertising to correspond with some advertising agencies with a view to the adoption by members of the Association of some plan of co-operative advertising, subject to the approval of the Executive Committee.

These resolutions were accepted.

MR. C. B. MILLER: I would like to bring out a matter in connection with resolutions. I want to recommend that the registration fee of \$1.00 be used by the Local Secretary exclusively for entertainment purposes. I thought, as other members have thought, that the fund was used in this way, but I understand that it has not been so used.

SECRETARY BEARD: Mr. Miller is partly correct and partly incorrect. At Morehead City the fund was placed at the disposal of the Local Secretary and you will note an item, "convention expenses" in my report. I have been using the fund for such convention costs as badges, expenses of the visiting speakers, etc. No Local Secretary before this year has asked for this fund. Just before the meeting Mr. Goode wrote me about a program the local druggists were printing. I wrote him that my office had already had a program printed and stated that there were no funds available for the second one.

MR. J. A. GOODE: I think Mr. Beard is in error when he says the local committee asked for the registration fund. We had no intention of asking for any part of the fund, but when he wrote me about the programs it opened up a new idea. I think that the Association could extend its influence by meeting in some of the smaller towns. Some of our best members come from the smaller towns. There are many small towns in which I would like for our conventions to be held, and I don't like to ask these towns to have us for it would be nothing short of a calamity for them to have to bear the expense of the convention. The Asheville druggists don't need this help; they have funds over and above expenses which they will turn in to the general treasury. In the future, however, I think the registration fee should be turned over to the local committee with the admonition that it be used economically and the surplus turned back in to the general treasury to be kept in the special entertainment fund.

SECRETARY BEARD: Will you authorize me to pay for the badges, the speakers, etc., out of the general fund? I simply want to be clear about your instructions.

The question of the Secretary caused considerable discussion among the members which was participated in by Messrs. Goode, Miller, Stowe, Zoeller, Blair, Parker, and Cecil. Finally Mr. John K. Civil called attention to the fact that the question under discussion was covered fully in the by-laws.

SECRETARY BEARD: I have received your instructions in regard to the registration fee. I will turn over this money to the Local Secretary in the future.

President Horne called for a report of the Resolutions from the Clerks' Section.

Secretary Tripp read the resolutions appearing on page 34.

Upon the motion of Mr. Zoeller, seconded by Mr. Rose, the resolution was approved.

SECRETARY BEARD: This seems to me to be too important a matter to dispose of with just a resolution. If you will study the situation of pharmacists in the United States Army you will see the need of some legislation for their relief. This situation will continue until the Surgeon General can be made to see the necessity of proper recognition for pharmacists. As long as the War went on we were indignant that the Government did not grant pharmacists proper rights. Now that the time of peace has come we don't bother about their standing and if we continue in our indifference the same conditions will obtain indefinitely. Should another war come many of our members will get into the Army and be made to serve in the same class as orderlies, cooks, etc. Every member of this Association ought to accept it as his individual responsibility to go to his Congressman and help get the Pharmacy Corps Bill across.

MR. J. K. CIVIL: Would it be a good idea to have these resolutions sent to the Surgeon General?

MR. GOODE: It will be all right to send the resolutions but the Surgeon General is opposed to the bill. Let's get right behind our Congressmen and show them the necessity of having competent men serve as pharmacists in the Army.

The report of the Trade Interests Committee was next called for.

There was no report.

The report of the Insurance Committee was then asked for.

CHAIRMAN R. K. BLAIR: The total insurance in force amounts to approximately \$750,000, which represents a slight increase during the year. The amount of commissions total \$1,091.99. The total expenses for the year are as follows: Traveling expenses, \$424.44; Telegrams and Telephone, \$24.22; Postage and Stationery, \$75.02; Stenographic Assistance, \$160.00; Legislative expenses, \$343.73; Miscellaneous expenses, \$24.85, making the total expenses for the year, \$1,052.26. We have a balance for the year of \$39.73, which added to the amount on hand at the beginning of the fiscal year of \$94.13 gives us \$133.86 on hand to begin our work for the new year.

Mr. Goode moved that the report be accepted with an expression of thanks to Chairman Blair and the other members of the committee for their splendid work. The motion was seconded by Mr. Rose and passed.

MR. EUBANKS: We appreciate the work Mr. Blair and his associates have been doing successfully for years so that now this insurance feature is a real asset to the Association.

At this point the chair recognized Mr. Gray of the Ohio Mutual Hardware Association.

Mr. Gray expressed his pleasure at being present at the convention. He said that his company has been doing business with the Association for a number of years and it has become a real item. "It is up to your Association to determine just what this insurance feature will mean to you." In conclusion he stated that he was not visiting the meeting with the idea of selling anything, but that he was simply glad of the privilege of being present.

Mr. Gray was asked by Mr. Blair to outline any plan that his company had under consideration in connection with the Workmen's Compensation Act.

Mr. Gray stated that his company did not learn of this Act in time to make any offer

for this year. However, by next year it will have a good plan to present to the Association.

The President called for a report of the Committee on Local Associations.

There was no report.

Chairman Eubanks of the Resolutions Committee was next called upon for a report of that committee.

CHAIRMAN EUBANKS: I want first to read the resolutions presented by the Committee on the Principles of Business Practice. Eleven recommendations were made and your committee on Resolutions concurs in all but the last one. (Thereupon the resolutions were read which appear on page 19). We, therefore, approve of the first ten resolutions and recommend their adoption, the eleventh resolution being rejected.

Upon the motion of Mr. Stowe, duly seconded by Mr. Blair, the report of the Resolutions Committee on this resolution was adopted.

Chairman Eubanks stated that he would next like to present the recommendations outlined in the report of Secretary-Treasurer Beard.

SECRETARY BEARD: I would like to withdraw these recommendations as they are embodied in President Horne's address.

CHAIRMAN EUBANKS: I would next like to present a resolution offered by Mr. J. A. Goode "Concerning Indirect Tax on Alcohol:"

Whereas, alcohol is essential for the manufacture of medicine and no less than 5,000 different articles in interstate commerce; and

Whereas, an increase of more than 4,800 per cent in the duty on non-edible blackstrap molasses, the basic material for the manufacture of alcohol, which would increase the cost of alcohol \$1.00 per gallon to druggists and other consumers of alcohol for medicinal and industrial purposes, is being urged before Congress; and

Whereas, the proposed increase in the duty was rejected by the House because it would not help the farmers by encouraging the use of corn in making alcohol, but would subsidize manufacturers of synthetic alcohol using chemicals and gases; and

Whereas, the North Carolina delegation in the National House of Representatives aided in the defeat of the discriminatory duty on blackstrap molasses; therefore

Resolved, that the North Carolina Pharmaceutical Association, in annual convention assembled, at Asheville, June 18-20, 1929, hereby expresses its commendation and appreciation of the valuable

services rendered retail druggists and drug store patrons in this and every other State; further

Resolved, that the officers and members of this Association would greatly appreciate the valuable assistance of the distinguished Senators from North Carolina in preventing any increase in the existing duty on non-edible blackstrap molasses; and further

Resolved, that a copy of these resolutions be mailed by the Secretary of the Association to the members of the House and Senate from North Carolina and be given to the public press.

Respectfully submitted,

(Signed) J. A. GOODE.

CHAIRMAN EUBANKS: The committee approves of this resolution and recommends its adoption.

Mr. I. W. ROSE moved that the resolution be adopted. The motion was seconded by Mr. S. E. Welfare and passed.

CHAIRMAN EUBANKS: I have a second resolution from Mr. Goode "Concerning Consumer Publicity":

Whereas, chain and department stores and mail-order houses rely mainly on advertising, window display and counter exhibits to impress the consuming public, placing the emphasis on cut prices; and

Whereas, the consuming public has been influenced by this method to believe that prices are cut on all merchandise because reduced on some articles sold in chain and department stores and by mail-order houses; therefore

Resolved, that the North Carolina Pharmaceutical Association, in annual convention assembled, at Asheville, June 18-20, 1929, urges all of its members to take immediate steps to correct such misrepresentation; further

Resolved, that all members of this Association immediately adopt the policy of impressing on the consuming public the value of quality of merchandise and the service rendered by the independently owned and operated drug store, as well as a reasonable price for all merchandise and service rendered in order that the consuming public may continue to enjoy the benefits of independent drug stores and the competition that they insure against monopoly; further

Resolved, that this Association appoint at this convention a standing committee, composed of qualified men, charged with the duty of promoting consumer publicity, by means of co-operative institutional advertising, "information boxes" in drug stores, furnishing suitable information by means of leaflets and circulars to drug store patrons and by broadcasting over the radio, and by publishing the action of the Association and its individual members from time to time in the daily newspapers; further

Resolved, that a copy of these resolutions be given the public press.

Respectfully submitted,

(Signed) J. A. GOODE.

CHAIRMAN EUBANKS: Your committee approves of this resolution and recommends its adoption.

Mr. Stowe moved that the resolution be adopted.

Mr. Rose called attention to the fact that the recommendation had already been covered in a previous resolution.

Mr. Blair moved that the recommendations contained in both resolutions be handled by one committee of five.

Mr. Stowe accepted the amendment and the resolution was adopted.

CHAIRMAN EUBANKS: I have a third resolution presented by Mr. Goode "Concerning the Capper-Kelly Bill:

Whereas, equality before the laws is guaranteed by the Constitution of the United States; and

Whereas, there can be no equality before the law so long as resale prices may be fixed and maintained by manufacturers rich enough to establish and operate the agency system of distribution and resale prices may not legally be fixed and maintained by contract or agreement between independent manufacturers and distributors; and

Whereas, this inequality before the laws is resulting in rapidly growing chain and department stores and mail-order houses; and

Whereas, the destruction of the independent manufacturer and distributor means the elimination of competition, the public's only protection against monopoly, therefore

Resolved, that the North Carolina Pharmaceutical Association, in annual convention assembled, at Asheville, June 18-20, 1929, hereby urges the North Carolina delegation in Congress to use their best efforts to bring about the enactment of the Capper-Kelly Fair Trade bill as soon as possible, which would legalize contracts between manufacturers and distributors for the maintenance of resale prices on trade-marked articles of a competitive character; further

Resolved, that a copy of these resolutions be mailed by the Secretary of the Association to the members in the House and Senate from North Carolina and be given to the public press.

Respectfully submitted,

(Signed) J. A. GOODE.

CHAIRMAN EUBANKS: Your committee approves this resolution and recommends its adoption.

Upon the motion of Mr. Rose, duly seconded by Mr. Carl T. Durham, the resolution was adopted.

CHAIRMAN EUBANKS: The Committee on Resolutions has a resolution of its own which it wishes to offer:

Resolved, that the North Carolina Pharmaceutical Association in convention assembled at Asheville, N. C., June 18-20, 1929, opposes the handling of whiskey in drug stores. We favor the state and national prohibition laws and pledge our support in enforcement.

Resolved, further, that a copy of this resolution be given to the public press.

(Signed) CLYDE EUBANKS,
H. M. COOKE,
W. H. JUSTUS.

Upon the motion of Mr. G. A. Matton, duly seconded, the resolution was adopted.

Mr. E. V. Zoeller was asked for a report from the delegates to the 1928 convention of the A. Ph. A.

Mr. Zoeller stated that Messrs. J. G. Beard, J. G. Ballew, G. A. Russell and himself had attended the annual convention of the A. Ph. A. in Portland, Maine, the week of August 20, 1928. He then outlined some of the most important work that was accomplished at the meeting, saying that the meeting had been written up in detail in the drug press.

Mr. J. A. Goode was then called upon for a report of the N. A. R. D. convention.

MR. GOODE'S REPORT

Mr. President and Members of the North Carolina Pharmaceutical Association:

Your delegation to the N. A. R. D. was composed of Messrs. J. P. Stowe, E. F. Rimmer, Clyde Eubanks, and myself as Chairman.

Mr. Eubanks and I attended the N. A. R. D., meeting held in San Francisco during September and participated in the various business sessions. It was the opinion of your Committee that they not only constituted a fraternal delegation to the N. A. R. D., but were also empowered to officiate as your Committee on National Legislation as in our opinion both National and State Associations benefit through active association. Without such a point of contact neither organization could function in the most effective manner. Upon advice from the N. A. R. D., your committee has appealed to the members of the North Carolina delegation in Congress. As the officers and members of our State Association are constituents of these members of Congress, their wishes can not well be ignored. While the State Association thus serves the N. A. R. D., for the benefit of retail druggists, whether members of the State or National Association, or both, the N. A. R. D., of course serves the State association in keeping it posted about developments at the National and State Capitals. No other national association renders this service to the State and local pharmaceutical associations, or to its members directly. The

system of procedure is well-nigh perfect. The only room for improvement is in the direction of better and more active co-operation on the part of the retail druggists themselves. The individual retail druggist is the power behind the throne—behind the National and State Associations. What he says and does has more weight with his Congressman and Senators than by his association, local State or National. To the extent that all retail druggists act and co-operate as members of the local, State and National Associations they make these organizations powerful at the National and State Capitals.

Your Committee is gratified to be able to report unmistakable progress in the development of the information for the public necessary for the passage of the Capper-Kelly Fair Trade Bill, or some other measure that will help retailers generally and retail druggists in particular. The consuming public needs enlightenment as to both existing law and the facts in relation to modern merchandising. Your and other State and local pharmaceutical associations could not have done a better thing than to co-operate as they did with the N. A. R. D. in assisting the Federal Trade Commission to prepare its questionnaire to manufacturers, wholesalers, retailers and consumers. This questionnaire was designed to develop all the facts in relation to resale price maintenance. Congress could not reasonably be expected to legislate without facts showing that legislation was necessary in the public interest. Early in the year the Federal Trade Commission submitted a partial report on resale price maintenance, known as Part I. Part 2 remains to be completed and submitted to Congress. Representatives of the Commission promise that this will be done before the regular session of Congress which convenes in December. One phase of the Commission's report requires attention from retail druggists and all other retailers. The Commission reports to Congress that a large majority of consumers are opposed to resale price maintenance in any form. This means that retail druggists and all other retailers should immediately convert consumers to resale price maintenance legislation by showing them that it is in their interest. The Executive Committee of the N. A. R. D., at its last meeting, decided to request the Legislative Committee and the Auxiliary Legislative Committee to organize and conduct a campaign of education of consumers. It pointed out that consumers are those who nominate and elect Congressmen and Senators and that they must favor the Capper-Kelly bill, or some better measure, if possible, before such a bill can be expected to become a law. Your Committee recommends that this association actively co-operate with the Legislative Committee and the Auxiliary Legislative Committee of the N. A. R. D., in the campaign of education now in progress. For the necessary literature and other advice it is suggested that the Association call on Secretary Samuel C. Henry, in charge of national headquarters, at 168 North Michigan Boulevard, Chicago, or Mr. E. C. Brok-

meyer, who is attorney for the association in Washington, D. C. The House Committee on Interstate and Foreign Commerce as stated above decided to bring the Capper-Kelly bill up when the regular session of Congress meets in December. Therefore, the campaign of education of consumers should be vigorously conducted in the meantime.

Your Committee would fall short in its duty to the association if it did not warn retail druggists of troubles ahead. It is proposed to reorganize the Federal Government for the enforcement of both the Federal Prohibition Act and the Harrison Narcotic Act. President Hoover favored the transfer of the enforcement of the prohibition law from the Treasury Department to the Department of Justice in his inaugural address. Since then the Attorney General has publicly announced that a bill is being drafted in the Department of Justice to provide for this. Retail druggists and all other lawful permittees under the National Prohibition Act will have a choice of operating under the Criminal enforcement department of the Government or Federal Prohibition Administrators who have a staff composed of experts trained in the technical use of alcohol.

Time does not admit of a further report of all things done, and to be done, in behalf of retail druggists. It is sufficient to say that there is plenty of work ahead for the State and National Associations and all other organizations of retail druggists. The main thing is active co-operation from every druggist and harmonious action by all organizations representing druggists. There should be a common purpose and a common plan for its accomplishment. Independent action, prompted by selfishness, or jealousy, will not get retail druggists anywhere. Fortunately, the North Carolina Pharmaceutical Association never permits anything but what it believes to be in the interest of retail druggists and the public health to prompt its action. It commends this policy to all other organizations of retail druggists.

Respectfully submitted,
(Signed) J. A. GOODE, *Chairman*.

Mr. Rose moved that the report be accepted. The motion was duly seconded and passed.

MR. EUBANKS: I wish that North Carolina druggists took more interest in the N. A. R. D. North Carolina has only about thirty N. A. R. D. members and this fact was used against us in the convention. (Mr. Eubanks then emphasized what the organization did for druggists.)

At this point the following new members were duly elected: Messrs. C. L. Lowrance, Asheville; E. E. Thomas, Roxboro; and W. Y. Whitley, Fremont (Associate).

Secretary Beard read the following telegram from Mr. H. R. Horne, of Fayetteville:

Profound thanks for your telegram. May God bless you one and all.

(Signed) H. R. HORNE.

(Applause.)

SECRETARY BEARD: I move that Messrs. T. R. Hood, of Smithfield, and John H. Hardin, of Wilmington, be enrolled as honorary life members of this Association.

The motion was seconded and enthusiastically carried.

MR. J. K. CIVIL: At the meeting of the Traveling Men's Auxiliary resolutions were adopted and a committee of seven members appointed to secure papers for the 1930 meeting of the Association on questions of commercial interest. We hope we were not out of order in doing this.

SECRETARY BEARD: I move that the privileges of the floor be extended the committee of seven from the T. M. A. at the 1930 convention.

The motion was seconded and passed.

At this point President Horne called attention to the fact that the business scheduled for the morning session had been completed and asked if the delegates did not think it would be well to continue with the business slated for the afternoon session so that the convention could adjourn at lunch time.

The delegates voted to complete the convention business at that session.

The report of the Committee on the President's Address was next called for. This will be found on page 13.

The report of the Nominating Committee was presented by Mr. C. L. Eubanks. The following names were submitted as nominees for office for the year 1930-31, to be elected by mail ballot.

For President:

Sam Carter, Salisbury

C. B. Miller, Goldsboro

For First Vice-President:

H. M. Cooke, Spencer

J. C. Hood, Kinston

For Second Vice-President:

G. A. Iseley, Raleigh

T. A. Walker, Charlotte

For Third Vice-President:

Fred Hester, Asheville
 Mattie E. Smith, Charlotte

For Secretary-Treasurer:

J. G. Beard, Chapel Hill
 E. F. Rimmer, Charlotte

For Three Members of the Executive Committee:

J. C. Brantley, Raleigh
 J. A. Goode, Asheville
 W. W. Horne, Fayetteville
 J. P. Stowe, Charlotte
 A. E. Weatherley, Greensboro
 W. B. Wilson, Hendersonville.

Messrs. J. A. Goode and J. P. Stowe asked that their names be removed from the ballot but their request was not granted.

PRESIDENT HORNE: The next order of business is the election of a member of the Board of Pharmacy.

Mr. Stowe nominated Mr. J. G. Ballew, of Lenoir, to succeed himself. The motion was seconded and Mr. Ballew was duly elected.

The next order of business was the report of the Committee on Time and Place of Next Meeting:

CHAIRMAN FORDHAM: *Mr. President and Members of the North Carolina Pharmaceutical Association:*

We, the members of the Committee on Time and Place for the 1930 meeting of the Association, have the honor to submit the following report:

Invitations from the following cities have been received: Durham, High Point, Pinehurst, Raleigh, Winston-Salem, Wilmington and Wrightsville Beach.

Your Committee was very favorably impressed with all of these invitations. In each instance there was much to commend the offer to our approval, which made it the more difficult to reach a decision.

After due deliberation it was decided to make the following recommendation, namely, that the 1930 convention of the North Carolina Pharmaceutical Association be held in Raleigh, beginning on the third Tuesday in June.

Respectfully submitted,

(Signed) C. C. FORDHAM,
 H. M. COOKE,
 W. W. PARKER, SR.

It was the general opinion of the members present that it would be best to leave

the time of the meeting to the Executive Committee.

The amended report of the Committee on Time and Place of Next Meeting was then adopted.

Mr. Eubanks moved that the thanks of the Association be extended to everyone who had contributed to making the convention a success, and emphasized the fact that especial appreciation should be expressed to the Local Secretary, and the druggists of Asheville and their wives.

Mr. C. M. Andrews seconded the motion asking that the thanks of the Association also be expressed to Maj. W. G. Smith and Mrs. Sawyer, of the local Chamber of Commerce, who had assisted so ably with the registration.

The motion was unanimously passed.

MR. S. L. HUBBARD: I want to extend to you the thanks of the T. M. A. for having had the privilege of meeting with you at this convention. It has always been a pleasure and privilege to serve you and I want to go on record as pledging our support to the North Carolina Pharmaceutical Association, and if at any time we can serve you it will be our pleasure to have you call upon us. (Applause.)

MR. STOWE: I would like for the Association to give Dr. A. G. DuMez a rising vote of thanks for the very excellent address he delivered last night.

This motion was enthusiastically passed.

PRESIDENT HORNE: Before relinquishing the trust which you so generously placed in my hands I wish to express my heartfelt thanks for the fine co-operation and assistance of the other officers and members generally, so cheerfully extended at all times. I am especially indebted to Mr. Beard and Miss Noble for much needed help and many kindnesses. It will always be one of the distinct satisfactions of my life that it was my privilege for a time to work with the character of men who founded this Association and who have directed its affairs. And now may I quote the words used by the first president of the Association at the close of the first meeting in 1880. "I hope that a kind and merciful providence may enable us to meet again and that all our future meet-

ings may increase in interest as the Association grows in years." (Applause.)

Messrs. Goode and Welfare were asked to bring in the new officers.

The officers for 1929-30 were elected by mail ballot during the summer of 1928 and are as follows:

President: C. C. Fordham, Sr., Greensboro.

First Vice-President: C. B. Miller, Goldsboro,

Second Vice-President: Carl T. Durham, Chapel Hill.

Third Vice-President: G. A. Iseley, Raleigh.

Secretary-Treasurer: J. G. Beard, Chapel Hill.

Three Members of the Executive Committee:

J. C. Brantley, Raleigh; W. W. Horne, Fayetteville; and Park C. Stratford, Greensboro.

The new President was presented to the Association.

PRESIDENT C. C. FORDHAM, SR.: Fellow-Members of the North Carolina Pharmaceutical Association:

I feel that you are asking me to do the impossible when you delegate me to fill the place of our distinguished president who has just vacated the presidential chair. I appreciate this honor. I feel very grateful to all the members of the Association for your expression of confidence. I assure you that I shall endeavor to hold myself in readiness to co-operate with every agency of the Association and I want every member of the organization to call upon me for anything that I can do.

The other officers were presented to the Association and received with great enthusiasm.

President C. C. Fordham, Sr. assumes the chair.

MR. HORNE: We should elect a local secretary for the coming year.

MR. ROSE: I don't see any objection to letting the Executive Committee make such a selection as they may see fit.

It was, therefore, left to the Executive Committee to elect a local secretary for the 1930 meeting.

MR. STOWE: Before we adjourn I want to make a motion that we extend an invitation

to Mr. E. C. Brokmeyer to attend our meeting in Raleigh next year.

The motion was carried.

Mr. Brokmeyer thanked the Association for the invitation and stated he would be glad to accept.

PRESIDENT FORDHAM: *Gentlemen,* Before we entertain a motion for adjournment I wish to announce that there will be a meeting of the Executive Committee in this room at two o'clock this afternoon.

There being no further business, upon motion the meeting adjourned, *sine die*.

(Signed) J. G. BEARD,
Secretary-Treasurer.

ENTERTAINMENT FEATURES

The program of the fiftieth meeting of the N. C. P. A. was planned in such a way that the delegates were enabled to attend the major events of the Rhododendron festival. Entertainment arranged especially for the convention consisted of a luncheon at Grove Park Inn for the ladies on Wednesday noon and a banquet on Wednesday evening at the Battery Park Hotel.

Mrs. J. S. Claverie, chairman of the local committee, presided over the luncheon, the guests being seated at small tables grouped around a central table reserved for the officers of the local committees and distinguished guests. Boxes of candy were given as favors and, in addition, guests drew for prizes in a lucky number prize contest. Several talks were made and vocal selections were rendered by visiting artists.

Approximately 400 guests attended the banquet on Wednesday evening given in honor of the visiting delegates by the Traveling Men's Auxiliary. Mr. Turner F. Currens presided over the banquet as toastmaster. During the evening a number of delegates and visitors were introduced and spoke briefly. Dr. A. G. DuMez was the principal speaker of the evening. His subject was "Pharmacists Must Return to the Practice of Pharmacy if the Calling is to Endure."* Mountain songs were rendered by a local entertainer. At the conclusion of the banquet, prize drawings were held and valuable merchandise distributed. Later in the evening dancing was enjoyed.

* Dr. DuMez' address will be printed in full in the CAROLINA JOURNAL OF PHARMACY.

ROLL OF MEMBERS

An asterisk (*) before a member's name indicates attendance at the Asheville meeting.
 A dagger (†) before a member's name denotes both life and charter membership.
 Names of life members are printed in small capitals.
 Names of charter members are printed in italics.
 The date following a member's name indicates years of affiliation.

A

Abernethy, John Graham.....	1917	Elkin
Ackerman, Harvey Arthur.....	1929	Winston-Salem
Ackerman, Robert Nollie.....	1928	Mount Airy
Adair, Walter Holmes.....	1924	High Point
Adams, Edward Clarence.....	1910	Gastonia
*Adams, Eugene Edgar.....	1924	Newton
Adams, John Leon.....	1925	Gastonia
Adams, Ray McClaine.....	1925	La Grange
Adams, Will Johnson.....	1929	Murphy
Ahrens, Adolph George.....	1926	Wilmington
Aiken, Joseph Henry.....	1925	Biltmore
Aiken, Leonard Walter.....	1917	Asheville
Alderman, Jacob Leroy.....	1923	Hillsboro
Allen, Charles Henry.....	1920	Huntersville
*Allen, H. H.....	1917	Cherryville
Anderson, Joe (1913).....	1924	New Bern
*Andrews, Charles M.....	1907	Burlington
Andrews, Richard Homer.....	1915	Burlington
*Andrews, Wesley T.....	1922	Goldsboro
Arps, Ernest Guilford.....	1926	Plymouth
Atwater, Garland Marvin.....	1912	Norfolk, Va.
Austin, Beverly Newton.....	1928	Leaksville
Avera, John Randolph.....	1928	West Asheville
Avner, Samuel.....	1926	California, Pa.

B

*Bain Jones Douglas.....	1925	Sylva
Baker, Walter Presley.....	1922	Raeeford
Ballance, Geo. Harvey.....	1928	Charlotte
*Ballew, James Gordon.....	1917	Lenoir
Barbour, Joseph Parker.....	1928	Burlington
Barger, Calvin Nicholas.....	1928	Balunore, Md.
Barker, Ernest Jerome.....	1916	Rowland
Barnes, Edwin Wilmer.....	1912	Nashville
Barrhill, Walter Lee.....	1924	Wilson
Barrett, Raymond Ellis.....	1919	Burlington
Baucom, Alfred Vernon.....	1906	Apex
*BEARD, J. G. (1923).....	1908	Chapel Hill
Beavans, William Eugene.....	1919	Enfield
Beddingfield, Chas. H.....	1919	Clayton
*Beddingfield, Edgar T.....	1917	Clayton
Bell, Frank Roland.....	1924	Beaufort
Bell, Holley Mackie.....	1920	Windsor
Bender, Walter Meares K.....	1928	Trenton
Bennett, A. M., M.D.....	1912	Bryson City
Bennett, Kelly E.....	1912	Bryson City
Enson, Ernest Stuart.....	1918	Wilmington
Bernard, Germain.....	1904	Durham
Berryman, C. H.....	1929	Burnsville
Best, John Harper.....	1923	Greensboro
Betts, John Aldin.....	1926	Hendersoaville
Biddy, Oscar Daniel.....	1926	Asheville
Bilbro, Quinton Trotman.....	1924	Asheville
Bingham, William Hunter.....	1927	Concord
Bissette, Paul Branch.....	1924	Wilson
Black, Bonner Brevard.....	1921	Cleveland
Black, Frank Leroy.....	1928	Belmont
Black, Oliver Randolph.....	1927	Bessmer City
Blackman, Broadus Lee.....	1928	East Spencer
*Blair, Rochell Kent.....	1919	Charlotte
Bland, J. A.....	1919	N. Wilkesboro
Blanton, Charles Donald.....	1928	Lowell
Blue, A. F.....	1919	Laurinburg
Blue, Daniel Adolph.....	1926	Carthage
Blythe, Erwin W.....	1929	Brevard
Bobbit, Adolphus Bracey.....	1919	Winston-Salem
Bobbit, Louis Myron.....	1917	Winston-Salem
Boddie, Samuel Perry.....	1920	Louisburg
*Bolinger, Clayton Emerson.....	1928	Asheville
Bonner, Brem.....	1924	Hendersonville

Bonner, Robt.....	1927	Hendersonville
Boon, W. J.....	1904	Raleigh
Boone, D. Leonard.....	1905	Durham
Boone, John Troy.....	1915	East Durham
Boyce, James B., Jr.....	1916	Warrenton
Boysworth, Ernest Gaston.....	1928	Norwood
BRADHAM, C. D. (1906).....	1895	New Bern
Bradley, Jesse Powell.....	1910	Burlington
*Bradshaw, Edw. Luther.....	1927	Greenville
Bradsher, Wm. D.....	1928	Charlotte
*Brady, Chas. A.....	1919	Newton
Brakebill, Rankin Lowry.....	1927	Madisonville, Tenn.
Brame, Robert Marvin.....	1901	N. Wilkesboro
Brame, Wm. Anderson.....	1913	Rocky Mount
*Brantley, John C.....	1917	Raleigh
*Brantley, Paul Clayton.....	1916	Wendell
Brewer, Strood Otis.....	1915	West Durham
Brinkley, James Hackburn.....	1923	Hillsboro
Brisson, John Edgar.....	1924	Gastonia
Bristow, Ellie Burton.....	1924	Hamlet
Britt, Carl Barden.....	1928	Rocky Mount
Brooks, Frank Gibbons.....	1921	Siler City
*Brookshire, Guy Elliott.....	1919	West Asheville
*Brookshire, Lloyd P.....	1924	West Asheville
Brown, Henry C.....	1915	Goldsboro
Brown, James Dulon.....	1916	Durham
Brown, Joseph Key.....	1913	Greenville
Brown, Newton.....	1927	Asheville
Browning, David Benjamin.....	1929	Rocky Mount
*Bryan, Robert Bruce.....	1927	West Asheville
Bryan, Wm. Dempsey.....	1920	Tarboro
Buchanan, George Gilmer.....	1927	Greensboro
Buffalo, John Mack.....	1919	Raleigh
Bunting, J. H. (1893).....	1923	Wilmington
Burgess, Thos. Ray.....	1926	Sparta
*Burwell, W. A.....	1919	Raleigh
Butler, Abman Byron.....	1922	Clinton
Bynum, Carney Washington.....	1928	Durham

C

Cagle, Carlus Vann.....	1927	Greensboro
Cain, Leighton Dewey.....	1921	Raleigh
Caldwell, Paul Grier.....	1922	Gastonia
Campbell, Francis Earle.....	1927	Zebulon
Campbell, Howard Turner.....	1925	Maiden
Campbell, Rowe B.....	1918	Taylorsville
Canaday, Ralph Clarence.....	1913	Four Oaks
Capehart, Cullen Tucker.....	1920	Charlotte
Carothers, T. R.....	1928	Asheville
Carswell, Abel Paul.....	1926	High Point
Carswell, Ransom Fred.....	1920	Winston-Salem
*CARTER, SAMUEL (1918).....	1915	Salisbury
Carter, Stamey.....	1918	Salisbury
Cassell, A. Sam.....	1917	N. Wilkesboro
Cate, Arlindo S. (1909).....	1922	Greensboro
*Cecil, Aros Coke.....	1919	High Point
Chalker, Ottis Geiger.....	1922	Winston-Salem
Champion, Henry Chivous.....	1926	Shelby
Champion, Herbert Otis.....	1926	Shelby
Chandler, Herbert C.....	1927	Greensboro
Cheek, Germain Bernard.....	1926	Durham
*Cherry, Jas. L.....	1925	Cramerton
*Civil, John Keough.....	1928	Charlotte
Clark, Claude Baxter.....	1924	Williamston
Clark, Wm. Alexander.....	1926	Wilson
*Claverie, Jos. Stanilous.....	1917	Asheville
*Clayton, Albert Winfrey, Jr.....	1926	Roxboro
*Cline, Clement Eugene.....	1924	Marshall
*Cline, Frederick Herman.....	1920	Charlotte
Cobb, James Louis.....	1920	Wilmington
Cole, Thos. Reid.....	1925	Pinehurst

Coleman, Henry Grady.....	1915	Durham
Comar, Wm. Alexander.....	1928	Asheville
*Compton, James Wesley.....	1917	Salisbury
Cook, Robert E. Lee.....	1904	Tarboro
*Cooke, Henry Maddy.....	1906	Spencer
COPELAND, ROBT. R. (1925).....	1917	Ahoshkie
Coppedge, J. Benj. (1913).....	1922	Raleigh
Coppedge, James William.....	1915	Raleigh
*Costner, Beverley Pulaski.....	1910	Lincolnton
*Council, Commodore Thos.....	1915	Durham
Cousins, Wm. Green.....	1926	Lowell
Cox, Garnett McLean.....	1922	Spencer
Cox, Leland Hall.....	1928	Belmont
Crabtree, Gilbert.....	1915	Raleigh
CRABTREE, W. A. (1917).....	1915	Sanford
Craig, Wm. Franklin.....	1924	Charlotte
Craven, Chas. Hugh.....	1926	West Asheville
Crawford, Charles Latham.....	1926	Greensboro
*Crawford, Edgar P.....	1919	Lenoir
Croon, Robt. DeVane.....	1924	Maxton
Crow, Clarence Hinderlite.....	1928	Asheville
Crutchfield, Thomas G.....	1920	Greensboro
Culpepper, Frank Douglas.....	1913	Henderson
Curtis, Rufus Harrison.....	1924	Dillon, S. C.
Cutchin, Jas. Mack, Jr.....	1908	Whitakers

D

Dailey, James Futrell.....	1922	Laurinburg
*Dailey, R. J.....	1919	Reidsville
Daniel, Elbert C.....	1916	Zebulon
Darlington, James Manly.....	1924	Winston-Salem
*Davis, Clifford Vernon.....	1921	Elizabeth City
Davis, David Ramsey.....	1926	New Bern
*Davis, Edwin Bonaer.....	1916	Morganton
Davis, Hamilton Ewart.....	1927	Andrews
Davis, James Robert.....	1925	Asheville
Davis, Jos. Gomer.....	1927	Raleigh
Davis, Junius W.....	1919	Edenton
Davis, J. Wiley S.....	1926	Canton
Davis, Karl Welfare.....	1922	Winston-Salem
Dawson, Benj. Truett.....	1920	Rocky Mount
Dawson, Milton Piere.....	1920	Rocky Mount
Dawson, Raymond Samuel.....	1928	Asheville
Deal, Ernest.....	1926	Taylorsville
Deal, Harland Murlee.....	1926	Landis
Dees, Fred.....	1919	Burgaw
Dees, Robt. Edw. Lee.....	1920	Wallace
Derrick, Claude Lonnie.....	1928	Charlotte
*Detter, Eli Earle.....	1925	Hickory
Dill, Geo. W., Jr.....	1927	Mount Olive
Dinnwiddle, Paul Homes.....	1925	Black Mountain
*Dowdy, David Astor.....	1918	High Point
Driggers, Earle.....	1925	Winston-Salem
Duffy, Frank S.....	1919	New Bern
Dukes, Marion Heyward.....	1926	Hillsboro
Dunn, Robert A.....	1904	Charlotte
*Durham, Carl Thomas.....	1918	Chapel Hill

E

Eason, Chas. Wm.....	1928	Charlotte
Edwards, Otho Crowell.....	1922	Raleigh
Edwards, Snowdie McG.....	1919	Ayden
Edwards, Thos. Northey.....	1919	Charlotte
Eldridge, Julius.....	1922	Greenville
Elkins, Van W. B. (1915).....	1929	Siler City
Ellington, Richard A.....	1922	Madison
Elliott, Augustus Green.....	1915	Fuquay Springs
Ellis, Wm. Dewey.....	1926	Bessemer
Elrod, Hugh Foster.....	1924	Greenville, S. C.
Etheridge, Samuel B.....	1917	Washington
Etheridge, Sidney G.....	1913	Elizabeth City
Etheridge, Thomas Jarvis.....	1920	Oxford
*Eubanks, Clyde L.....	1915	Chapel Hill
*Eubanks, James Norwood.....	1917	Greensboro
*Evans, William Bryant.....	1924	Mount Airy

F

Farrell, R. D.....	1919	Greensboro
Farrington, John Vanstorty.....	1926	Raleigh
Feagin, E. L.....	1928	Hendersonville
Fearrington, Tom Bell.....	1924	Asheville
Fentress, H. L.....	1883	Wilmington
Ferguson, Howard Quinn.....	1924	Statesville
Ferguson, John Stratford.....	1929	Raleigh
Ferrell, Wessie Conway.....	1920	Nashville

*Fetzer, Frank Goodson.....	1922	Wadesboro
Fields, James Thaddeus, Jr.....	1917	Laurinburg
Finley, Gray Bynum.....	1920	Marion
Fisher, Lester.....	1920	Statesville
*Fitchett, Carl E.....	1916	Dunn
Fleming, Cary Hunter.....	1929	Raleigh
Fleming, J. M.....	1929	Waxhaw
*Fordham, Christopher C.....	1897	Greensboro
Fordham, C. C., Jr.....	1925	Greensboro
Fordham, Christopher McK.....	1922	Greensboro
Foster, Caney.....	1913	Weldon
*Foster, Dan Wm.....	1927	West Asheville
Foster, John Coke.....	1927	West Asheville
Fowlkes, Wm. Mortimer.....	1920	Rockingham
*Fox, Charles Michael.....	1909	Asheboro
Fox, Ludolph Glenn.....	1922	Rockingham
Franklin, Kenneth Vaden.....	1928	Raleigh
Frieze, William Scott.....	1919	Concord
*Fulghum, Raiford Thomas.....	1913	Kenly
Fullenwider, Phifer.....	1924	Raleigh
Fulmer, Verne Rufus.....	1924	Robersonville
Furr, Fitzhugh Lee.....	1921	Clifton Forge, Va.
Futrelle, William Leon.....	1916	Wilmington

G

*Gaddy, Henry Moody.....	1917	Charlotte
Galloway, Rawley.....	1922	Raleigh
*Gamble, Archie Alex.....	1926	Menroe
*Gamble, Chas. Franklin.....	1920	N. Charlotte
*Gamble, John Paul.....	1921	Monroe
Gardner, T. L.....	1908	Reidsville
*GATTIS, PHILLIP D. (1929).....	1922	Raleigh
Gibson, Allison McL.....	1925	Gibson
Gilbert, Loamie.....	1915	Benson
Gilliam, Wade Axom.....	1925	Winston-Salem
Gilreath, Alonzo L.....	1928	Asheville
Glass, Patrick Gray.....	1926	Kannapolis
Glenn, Arthur Leon.....	1925	Charlotte
Glenn, Jamerson Samuel.....	1925	Hickory
Godfrey, Paul Vernon.....	1926	Leaksville
Gooch, Roland Louis.....	1922	Oxford
*GOODE, J. A. (1919).....	1911	Asheville
*Goodman, George G.....	1881	Mooresville
*Goodrum, C. S.....	1916	Davidson
Gore, Chas. Samuel.....	1928	Asheville
Gorham, Richard Speight.....	1919	Rocky Mount
Graham, John Calhoun, Jr.....	1917	Red Springs
GRANTHAM, G. K. (1918).....	1895	Dunn
Grantham, George Kenneth.....	1926	Gastonia
Grantham, Hiram.....	1904	Red Springs
Grantham, Leland B.....	1929	Asheville
Grantham, Lewis Irvin.....	1916	St. Pauls
*Gray, Polk Claybourne.....	1904	Statesville
Gray, Ralph Alfred.....	1926	Greensboro
Green, Charles F.....	1915	Wilmington
Greene, Herbert Cooper.....	1920	Charlotte
Greene, John Gustavus.....	1919	High Point
*GREYER, C. P. (1917).....	1909	Morganton
Griffin, Brack C.....	1918	Huntersville
Griffin, Octavius.....	1925	Rosemary
Griffin, William Russell.....	1926	Rocky Mount
Griffith, W. (1914).....	1923	Hendersonville
Grimes, David.....	1924	Robersonville
Grimes, Thos. Walter.....	1920	Salisbury
Grisson, Gilliam.....	1922	Raleigh
Grove, Charles Elmer.....	1922	Asheville
Guion, Clayton Lloyd.....	1921	Aberdeen
Guion, Clyde Doyle.....	1919	Cornelius
Guion, Howell Newton.....	1921	Marshville
Guion, John Albert.....	1921	Whiteville
Gunter, Charles Newton.....	1926	Durham
Gurley, William Burden.....	1917	Windsor

H

*Hair, Robert Clifton.....	1924	Pineville
*Hales, Ralph A., Jr.....	1925	Spring Hope
Hall, James Malcolm.....	1922	Wilmington
Hall, James Malcolm, Jr.....	1928	Wilmington
Hall, Jas. Samuel.....	1926	Fayetteville
Hall, John Perry.....	1925	Oxford
Hall, Sam Canady.....	1924	Oxford
Hall, Stacy Buckner.....	1926	Mckeesville
Hall, William Paxton, Jr.....	1922	Forest City
Ham, Thos. J., Jr.....	1926	Yanceyville
Hamlet, Reginald.....	1922	Raleigh

- *†Hancock, Franklin Wills...1880 Oxford
 Hand, Jasper Kennedy.....1922 N. Charlotte
 Hardee, Aldridge Kirk.....1924 Graham
 Hardee, Wm. Edmund.....1927 Durham
 HARDIN, EDWARD M. (1928).....1916 Wilmington
 Hardin, Eugene Brooks.....1924 Wilmington
 †Hardin, John H.....1880 Wilmington
 Hardwicke, St. John Hart.....1924 Buies Creek
 Harper, C. P.....1904 Selma
 Harper, Carl Talmadge.....1917 Zehulon
 *Harper, Wm. Lacy.....1926 Mayodan
 Harrell, John Wm., Jr.....1926 Rocky Mount
 Harris, Jos. Claxton.....1924 Durham
 Harrison, Louis Swepson.....1927 Weldon
 Harrison, Thomas N., Jr.....1916 Littleton
 Hart, John Albert.....1927 High Point
 Hart, L. W.....1921 Fayetteville
 Hart, Robert Lee.....1920 Southern Pines
 *Harville, Reese Courts.....1917 Thomasville
 Haupt, Edward.....1925 Newton
 Hayes, Geo. Everett.....1920 Hickory
 Haymore, Jos. Baxter.....1927 Maxton
 Haywood, C. L.....1910 Durham
 *Hedgepeth, Romulus A.....1924 Lumberton
 Henderson, Guilford Elerby.....1927 High Point
 Herndon, Claude Nash (1922).....1928 Greensboro
 Herring, Needham B.....1917 Wilson
 *Herring, Robert Roscoe.....1917 Oxford
 *Hester, Fred.....1922 Asheville
 Hesterly, Louis Enloe.....1914 Hendersonville
 *Hicks, HENRY T. (1917).....1897 Raleigh
 *Hicks, Herra L.....1919 Rocky Mount
 Hilton, Charles McLane.....1908 Greensboro
 Hobbs, Alden.....1926 Kinston
 *Hocutt, Delma Desmond.....1920 Henderson
 Hodges, Fred Hopkins.....1925 Boone
 Hoffman, Joseph Filson.....1920 High Point
 Hogan, Alexander Lacy.....1924 Kinston
 Holland, Henry Odessa.....1915 Apex
 *Holland, Robert Frank.....1925 Charlotte
 *Holland, Willis Froneberger.....1924 Mount Holly
 *Hollingsworth, Joseph.....1919 Mount Airy
 Holroyd, Robt. McTernin.....1928 Whiteville
 Hood, Hal C.....1918 Smithfield
 Hood, John C.....1919 Kinston
 Hood, Richard Thornton.....1920 Kinston
 †Hood, T. R.....1880 Smithfield
 Hood, Thos. R., II.....1925 Dunn
 Hord, Julian Cletus.....1925 Cliffside
 Hooper, Fred Lambert.....1929 Sylva
 †Horne, H. R.....1880 Fayetteville
 Horne, S. Ruffin.....1920 Fayetteville
 *HORNE, W. W. (1917).....1900 Fayetteville
 *Horseley, Howard T. (1917).....1926 Bessemer City
 *Horton, John Palmer.....1925 N. Wilkesboro
 *Horton, Roland Wm.....1925 Monroe
 House, Joseph.....1924 Beaufort
 *HOWELL, E. V. (1917).....1892 Chapel Hill
 *Hoyle, Marion H.....1919 Coolmeesee
 Hudson, Joe Parks.....1925 Monroe
 Hutham, Walter.....1918 Morehead City
 Hughes, John Robert.....1919 Madison
 Hunter, Buxton W.....1888 New Bern
 *Hunter, J. Boyce.....1921 Charlotte
 Hurdle, Oscar Lee.....1928 Aulander
 Hutchins, James Alexander.....1910 Winston-Salem
 Hutchins, J. McC.....1922 Charlotte
- I
- Ingram, L. M.....1920 High Point
 Irvin, Otho Leroy.....1924 Concord
 *Iseley, George A.....1920 Raleigh
- J
- Jacobs, Marion Lee.....1927 Chapel Hill
 Jackson, Jasper Carlton.....1927 Woodland
 Jackson, Leonidas.....1924 Erwin
 Jacobs, Francis Gillam.....1910 Elizabeth City
 JAMES, ALBERT ALLISON.....1916 Winston-Salem
 *Jarrett, Lloyd Montaville.....1922 Biltmore
 Jenkins, Charles McBride.....1925 Old Fort
 Jenkins, Joseph Van.....1925 Asheville
 Jenkins, Lawrence Wilson.....1922 Greensboro
 Jenkins, Sam.....1929 Walstonburg
 Jernigan, Rupert.....1915 Charlotte
 Jetton, W. A.....1912 Davidson
- Johnson, Graham Page.....1924 Elizabethtown
 JOHNSON, JAS. EDWIN.....1928 Lumberton
 Johnson, Jay Hugh.....1928 N. Wilkesboro
 *Johnson, Roy Josiah.....1924 Asheville
 Johnson, William Lewis.....1924 Raleigh
 *Joiner, Arthur Eugene.....1924 High Point
 Joiner, Leon B.....1920 High Point
 Jones, Alpheus.....1915 Warrenton
 Jones, Dolan.....1927 Monroe
 Jones, John Barnes.....1913 Lexington
 Jones, John Lee.....1924 Canton
 Jones, Joseph Hunter.....1919 Haw River
 Jordan, Dillon Leroy.....1921 Raleigh
 *Justus, William Hicks.....1887 Hendersonville
- K
- Kelly, George Carl.....1928 Durham
 Kelly, John Robertson.....1909 Greensboro
 Kendall, Bloomfield Horton.....1922 Shelby
 Kerner, Lewis Clarence.....1905 Henderson
 Kibler, Ralph Emory.....1922 Morganton
 Kimball, Clarence Victor.....1927 Greensboro
 King, B. Frank.....1928 Laurinburg
 King, J. R.....1915 East Durham
 Kirby, Guy Smith, Jr.....1920 Marion
 Kirkman, Paul Edwin.....1926 Winston-Salem
 Kirkpatrick, Geo. Luther.....1928 Black Mountain
 Knight, Robt. S., Jr.....1926 Columbia
 Koonce, John Edw.....1918 Chadbourne
 *Kunkle, Austin Boyd.....1925 Conover
 Kyser, Edw. Vernon.....1923 Chapel Hill
- L
- *Lamar, W. L.....1925 Albemarle
 Lamm, Lewis Marion.....1924 Mount Airy
 Landquist, Thomas Eugene.....1899 Winston-Salem
 Langdon, Ralph Edw.....1924 Raleigh
 Lasley, Matthew Ivey.....1924 Winston-Salem
 Lawing, Karl Lauder.....1922 Lincolnton
 Layden, Edward Harris.....1919 Lexington
 Layton, Clifford Chas.....1925 Raleigh
 Lazarus, Jos.....1925 Sanford
 *Lea, Lumartin John.....1927 Aberdeen
 Lea, Verne Duncan.....1920 Charlotte
 Ledbetter, E. DeB.....1919 Wingate
 LEE, PARMILLUS A. (1918).....1906 Dunn
 Leggett, W. A.....1897 Edenton
 Leggette, John Salathiel.....1928 St. Pauls
 Lewis, Wayne E.....1919 Mount Olive
 Liles, Wayland Andrew.....1924 Durham
 *Lisk, Daniel Clyde.....1920 Charlotte
 Lloyd, Thomas Philip.....1920 Chapel Hill
 Loftin, James Urus.....1924 Albemarle
 Long, Roy (1920).....1925 Brevard
 Lord, Charles A.....1916 Asheville
 Lawrence, Clement L.....1929 Asheville
 Lunn, Frank Haliburton.....1917 Winston-Salem
 Lutz, Horace Cleveland.....1909 Hickory
 Lynch, Norman Walker.....1920 McColl, S. C.
 Lynn, Robert Marion.....1925 Gastonia
 *Lyon, F. F.....1916 Oxford
 Lyon, Robert P.....1919 Wedesboro
 Lytch, Jas. Edison.....1927 Lumberton
- M
- Mabry, Chas. Snellings.....1917 Hamlet
 McBane, O. D.....1922 Greensboro
 McCraw, Wm. Polk.....1925 Norfolk, Va.
 McCrimmon, Daniel David.....1928 Hemp
 McCrummen, Daniel Clayton.....1926 Morganton
 McDaniel, Wm. Aubrey.....1919 Enfield
 *McDonald, A. H. (1919).....1927 West Durham
 *McDonald, W. R., Jr.....1921 Spindale
 *McDowell, Norfleet Owen.....1921 Scotland Neck
 McDuffie, Roger Atkinson.....1915 Greensboro
 McGee, Robt. Henry.....1927 Belton, S. C.
 McKay, Daniel McNeill.....1917 Durham
 McKay, Harvey Hooper.....1918 Gastonia
 McKay, Joseph Wheeler.....1925 Hazelwood
 McKeel, Charles Baynor.....1916 Columbia
 McKenzie, Lacy McKinnon.....1920 Lumberton
 *McKesson, Louis Walton.....1922 Statesville
 McKinney, Wm. Merriman.....1928 Greensboro
 McKnight, L. E.....1921 Fayetteville
 McLelland, J. H.....1924 Mooresville
 McLeod, Alton Brooks.....1928 Morehead City

- McManus, Matthew T. Y.....1924 Winston-Salem
 McMillan, John D.....1916 Lumberton
 *McMullan, Francis Hunter.....1918 Old Fort
 McNeely, Ralph Parker.....1929 Ponca City, Okla.
 McNeill, Geo. K.....1906 Rowland
 McNeill, George Raymond.....1919 Whiteville
 *Macon, Arthur Boise.....1918 Pilot Mountain
 *Malone, Charles Everett.....1917 Salisbury
 Markham, George Wilbur.....1929 Greensboro
 *Martin, Alfred Newman.....1922 Rosemary
 Martin, Sydnor L., Jr.....1924 Leaksville
 Mathes, T. J.....1924 Durham
 *Matthews, Chas. E., Jr.....1919 Roanoke Rapids
 *Matthews, George W.....1922 Asheville
 *Matthews, Walter Forest.....1915 Rambleman
 Matthews, William McD.....1928 Wilson
 Mattocks, A. McL. (1911).....1928 Wilmington
 *MATTON, G. A. (1917).....1885 High Point
 Mauney, Walter McCombs.....1928 Murphy
 Medford, De Vere Keith.....1928 Clyde
 Melvin, Marion Butler.....1924 Raleigh
 Melvin, Perry Jenkins.....1920 Roseboro
 Meroney, Felix Porter.....1929 Andrews
 Miles, Morton Clifton.....1917 Henderson
 Miller, Carl Tienken.....1916 Biltmore
 *Miller, Charles Borden.....1890 Goldsboro
 Millican, Alexander G.....1921 Wilmington
 Mills, John Craton.....1919 Charlotte
 Mills, Joseph Arthur.....1922 Tabor
 MISSILLINE, E. E. (1917).....1902 Tryon
 *Mitchell, Crudup P. (1917).....1922 Burlington
 Mitchell, Franklin Troy.....1924 Fairmont
 Mitchell, Henry Gother.....1914 Hamlet
 Mitchener, John A.....1922 Edenton
 Moir, Archie L.....1919 Fayetteville
 Montague, Geo. W.....1919 Durham
 *Mooneyham, Alvie Omega.....1925 Asheville
 *Mooneyham, Oscar Jeter.....1927 Henrietta
 Moore, Aurelius Roy.....1924 Wilson
 Moore, Harold Porter.....1927 Red Springs
 Moore, John Patrick.....1926 Middlesex
 Moore, Milton Alvin.....1926 Tarboro
 Moore, Thomas John.....1927 Wilson
 Moose, George Kelly.....1925 Boone
 Moose, Hoy Archibald.....1927 Mount Pleasant
 *Moose, Walter Lee.....1924 Mooresville
 Morgan, Ralph Siler.....1929 Spruce Pine
 Morrisette, Calvin Black.....1919 Elizabeth City
 Morrison, Matthew S.....1906 Wilson
 Morrow, Norman (1919).....1926 Gastonia
 Mullen, Lester Boyd.....1922 Asheville
 Mullen, Thos. Lee.....1927 Charlotte
 Munday, Clifton Conner.....1922 Taylorsville
 Munday, James Coleman.....1921 China Grove
 Murchison, Ernest Edw.....1913 Goldsboro
 Murphy, Chas. Lee.....1917 Salisbury
 Murphy, John Carpenter.....1924 Charlotte
- N
- Nance, John Sanford.....1922 Charlotte
 Nelson, John Basil.....1929 Greensboro
 Nelson, Stacy Gordon.....1927 Beaufort
 *Neville, Augustus, Jr.....1927 Spring Hope
 Newsome, Henry C.....1921 Mooresville
 Nicholson, A. T.....1915 Tarboro
 Nicholson, M. A.....1918 Troy
 Niestlie, William.....1887 Wilmington
 Nowell, Edwin.....1919 Greensboro
 Nowell, Wm. Robert.....1913 Wendell
 Nye, David S.....1925 Conway, S. C.
 Nye, George Lanneau.....1919 Rockingham
- O
- Oakley, Curtis Hill.....1929 Roxboro
 *O'Brien, Joseph I.....1922 Pizehurst
 *O'Neil, Walton Prentiss.....1928 High Point
 O'HANLON, E. W. (1929).....1895 Winston-Salem
 Overman, Harold Speight.....1908 Elizabeth City
- P
- *Page, B. Frank.....1906 Raleigh
 *Palmer, Archibald Wm.....1925 Sanford
 Parker, Fernando Wood.....1924 Raleigh
 Parker, Richard Smith.....1922 Murphy
 *Parker, Walter Wellington.....1915 Henderson
 Parker, W. W., Jr.....1924 Henderson
- *Patillo, Roy Clifford.....1924 Gastonia
 Peacock, Moses Alban.....1918 Benson
 Petrea, Fred Smith.....1920 Greensboro
 Phifer, Bascom Rommie.....1929 Monroe
 *Phillips, Calvin Bynum.....1920 Lincolnton
 *Phillips, Millard Brown.....1919 China Grove
 *Phillips, Wm. Penn.....1927 Biscoe
 Pickard, Charles Otis.....1929 Mebane
 Picklesimer, J. B.....1929 Brevard
 Pierce, James Stanley.....1920 Rocky Mount
 *Pierce, Malcom Ernest.....1920 Charlotte
 Pigott, Dan Shepard.....1926 Greenville
 *Pike, Joseph Wm.....1922 Concord
 *PILKINGTON, G. R. (1920).....1898 Pittsboro
 Pinnix, John M. (1917).....1926 Kernersville
 Pinnix, Wm. Maple.....1925 New Bern
 Pittman, Elmer J. (1921).....1928 Elm City
 Pleasants, Frank R.....1919 Louisville
 Poole, Laurie Brittain.....1924 Greensboro
 Pope, Henry Lennon.....1908 Winston-Salem
 Porter, Charles Davis.....1924 Concord
 *Porter, Clifford.....1922 Black Mountain
 Porter, William Clarkson.....1924 Greensboro
 Powell, Joseph Clements.....1928 Charlotte
 Powers, L. Bruce.....1915 Raleigh
 Price, Samuel Howard.....1920 Mooresville
 Prince, Robt. M.....1928 Charlotte
 Pugh, Edward Stuart.....1924 Windsor
 *PURCELL, SAM M. (1919).....1909 Salisbury
- Q
- Quinn, Flay Dewitt.....1921 Shelby
- R
- Ray, Clifford W.....1925 West Jefferson
 Ray, Ervin Linwood.....1926 Asheville
 Rayburn, Hansel Lewis.....1925 Hot Springs, Va
 *RAYSOR, C. A. (1917).....1904 Asheville
 Reaves, Edwin Leroy.....1920 Asheville
 Reaves, L. E.....1915 Raeford
 Redding, E. F.....1919 Lucama
 Reedy, Wm. Charles.....1924 Henderson
 Rees, Henry Ebenezer.....1924 Salisbury
 Reeves, Jefferson.....1924 Waynesville
 Reinhardt, Robt. Lee.....1919 Forest City
 Rhinehardt, Charles Bais.....1926 Asheville
 Rhodes, Cader.....1924 Raleigh
 *Rhodes, Clarence Little.....1922 Statesville
 Rhyne, Wayne Frank.....1925 East Gastonia
 Rice, Leslie Davis.....1924 Winston-Salem
 *Ridenhour, Davidson Giles.....1917 Mount Gilead
 Rigby, John Neal.....1928 Greensboro
 *Rimmer, Eugene Freeland.....1913 Charlotte
 *Rimmer, Robert Meril.....1921 Franklin
 *Ring, Clifton A.....1908 High Point
 *Ring, Clifton A., Jr.....1927 High Point
 Ring, Luther Branson.....1922 Mount Olive
 Ring, William Alexander.....1897 High Point
 Rives, Herbert Lisle.....1924 Bethel
 Roberts, Herschel.....1918 Wcaverville
 Roberts, Hubert Earl.....1926 Marshall
 Robinson, Ernest Fletcher.....1926 Wilmington
 Robinson, John Linwood.....1919 Rutherfordton
 *Rogers, Ralph Peel.....1912 Durham
 Rogers, William Fletcher.....1915 Durham
 *Rose, Ira Winfield.....1906 Rocky Mount
 Ross, Henry Clay.....1924 Mount Airy
 Roycroft, Wm. Ruffin.....1925 Coats
 *Rudisill, Jones Solomon.....1910 Forest City
 Rush, Geo. W. C.....1919 Aberdeen
- S
- Salling, A. T.....1912 Wilmington
 Sally, W. M.....1912 Asheville
 Sanders, A. J. (1913).....1924 McAdenville
 Sanford, Roger Derrick.....1922 Winston-Salem
 Sappenfield, Jas. Alex.....1926 Kannapolis
 Sauls, M. M.....1915 Ayden
 Saunders, Lawrence S.....1927 Wilmington
 Savage, Robert.....1928 Maxton
 Sawyer, Robt. Brooks.....1926 Winston-Salem
 Scott, John M.....1898 Charlotte
 *Scroggs, Fleet Hall.....1926 Wilson
 Scruggs, Richard Goldwine.....1920 Asheville
 Seawell, Charles Carson.....1902 Greensboro
 Secrest, Andrew McDowd.....1907 Monroe
 Selden, Jos. Stancell.....1927 Tarboro

Senter, Plennie Lloyd.....	1921	Raleigh	Trotter, Jas. Robert.....	1917	Salisbury
Sewell, Guion Linwood.....	1927	Wilmington	Tucker, R. H.....	1919	Reidsville
Sheppard, J. W.....	1896	Charlotte	Tucker, William M.....	1919	High Point
*Sherard, J. Frank.....	1922	Hendersonville	Tugwell, James Benj.....	1916	Lillington
*Shieder, George Abbott.....	1917	W. Asheville	Turlington, Jesse Eli.....	1919	Asheville
Shore, Madison Luther.....	1926	Raleigh	Turner, Walter D.....	1928	Elkin
Shuford, Lloyd Durham.....	1925	Gastonia	Turnmyre, Arthur P.....	1922	Mount Airy
Simpson, Louis Boyd.....	1927	Charlotte		U	
Simpson, Thomas S.....	1916	Winston-Salem	*Underhill, John Alexander.....	1929	Cary
Sinclair, Edw. Grady.....	1927	Raleigh	Underwood, J. T.....	1918	Liberty
*Sisk, Charles Jones.....	1925	Bryson City	Utley, Herbert Sherrill.....	1926	Benson
Siske, Grady Cornell.....	1922	Pleasant Garden		V	
Sitison, Jas. Andrew.....	1927	Mount Airy	Vinson, Emmett L.....	1952	Halifax
*Sloop, Lonnie Leyburn.....	1919	Cherryville	Vinson, James T.....	1923	Goldsboro
Sloop, Marks, Brown.....	1926	China Grove		W	
Smith, Casper.....	1914	Wilson	Walker, Archie D.....	1925	Washington, D. C.
Smith, Chas. Henry.....	1919	Charlotte	*Walker, Benj. Wyche.....	1917	Rocky Mount
Smith, Frank S.....	1907	Asheville	Walker, C. A.....	1912	Asheville
*Smith, Frank T.....	1888	Franklin	Walker, Irving.....	1921	Reidsville
Smith, James Matthew.....	1925	Asheville	Walker, Thomas A.....	1917	Charlotte
Smith, Leon.....	1920	Kannapolis	Wallace, Arthur Clegg.....	1924	Star
*Smith, Mattie Elizabeth.....	1926	Charlotte	Walton, Russell Charles.....	1928	Raleigh
Smith, Verner Franklin.....	1929	Greensboro	Ward, Edward Harvie.....	1924	Tarboro
*Smith, William Wesley.....	1922	Charlotte	*Ward, Waits Artemus.....	1924	Swannanoa
Snuggs, Wm. Henry.....	1911	Albemarle	Warren, Bowman Glidewell.....	1927	Raleigh
Snypes, Coley Lamb.....	1924	Sanford	Warren, Burney Simon.....	1914	Greenville
Souders, Floyd Benton.....	1920	Fayetteville	Warren, Junius Campbell.....	1912	Dunn
Sowell, Sam.....	1924	Hamlet	Waters, George W., Jr.....	1910	Goldsboro
*Sparks, Jas. Ellis.....	1926	Hertford	Watkins, Witcher Overton.....	1922	Rutherfordton
Spoon, Jas. Merritt.....	1926	Charlotte	Watson, H. P., Jr.....	1917	Winston-Salem
Spoon, Kenneth Bryan.....	1928	Charlotte	Watson, Richard.....	1924	Atlanta, Ga.
Stamps, Joseph Neal.....	1929	High Point	Wearn, Wm. Henry.....	1884	Charlotte
*Stanback, Thos. Melville.....	1917	Spencer	*Weatherly, Andrew Earl.....	1920	Greensboro
Stevenson, John Thomas.....	1919	Elizabeth City	Webb, Eugene Lea.....	1919	Thomasville
Stinson, J. H.....	1912	Statesville	Webb, Thomas Paul.....	1921	Shelby
Stone, Albert Hermann.....	1922	Spray	Welborn, William Fowle.....	1919	Lexington
Stone, Wilbert Lawrence.....	1922	Franklinton	*WELFARE, S. E. (1917).....	1917	Winston-Salem
Stowe, Charles Dennis.....	1917	Asheville	West, Jas. F.....	1928	Belmont
Stowe, Harry R.....	1912	Charlotte	West, Wilbur Latham.....	1929	Roseboro
*STOWE, JAMES P. (1921).....	1906	Charlotte	Westbrook, Almond Percy.....	1923	Kaleigh
Stowe, Lester H.....	1910	Charlotte	Wharton, Lee A.....	1915	Gibsonville
Stratford, Parke C.....	1919	Greensboro	Wheless, R. E. L.....	1916	Warsaw
Strayhorn, William F.....	1922	Durham	White, Clarence Bernard.....	1927	Henderson
Streetman, J. W. (1919).....	1925	Marion	White, Frederick Lindley.....	1922	Mebane
Suggs, Robert Bailey.....	1906	Belmont	White, George Spencer.....	1924	Lexington
Sullivan, Lawrence Steers.....	1928	High Point	White, Henry Garfield.....	1916	Elm City
Summerlin, Arthur Rogers.....	1927	Laurinburg	White, Herbert Wm.....	1925	Fayetteville
Summey, Kelly Nims.....	1924	Mount Holly	White, James I.....	1918	Burlington
Summey, Ptolemy Durant.....	1924	Dallas	White, Jas. Stark.....	1921	Elon College
Summey, Purvey Burpee.....	1924	Mount Holly	White, John Albert.....	1921	Jonesboro
*Suttle, Julius Albert.....	1919	Shelby	White, John Jennings.....	1926	Henderson
*Suttenmyre, P. J.....	1922	Hickory	White, Joseph Alphonso.....	1921	McCoresville
Sutton, James Linwood.....	1915	Chapel Hill	*White, Julian E.....	1915	Raleigh
Swaney, Charles Arthur.....	1925	Concord	*WHITE, LUTHER.....	1921	Wilmington
*Swaringen, DeWitt C.....	1909	China Grove	White, Walter Rodwell.....	1910	Warrenton
Swindell, Edmund Slade.....	1922	Durham	Whitehead, Jefferson D., Jr.....	1926	Charlotte
Sykes, Eugene C.....	1927	Greensboro	White, Wm. Garner.....	1924	Ramseur
Sykes, Ralph James.....	1925	Greensboro	Whitehead, Chas. R.....	1927	Enfield
	T		Whitmore, Homer Edward.....	1925	St. Louis, Mo.
*Tarkenton, Edward L.....	1903	Wilson	Wiggins, Wm. Winston.....	1922	Raleigh
Tart, David Whitfield.....	1916	Roseboro	Wilkins, William Robt.....	1918	Charlotte
*Tate, Earl Henry.....	1925	Lenoir	Williams, A. H. A.....	1916	Oxford
Tatum, J. M.....	1928	Brevard	*Williams, H. C.....	1912	Concord
Taylor, Leroy Boone.....	1927	Jackson	*Williams, John Cossie.....	1921	Gastonia
Taylor, William P.....	1919	Roanoke Rapids	Williams, M. Van B.....	1920	Winston-Salem
*TEAGUE, M. F. (1919).....	1917	Asheville	Williams, Morrison P.....	1902	Charlotte
Temple, Jasper Owen.....	1915	Kinston	Williams, Thos. Franklin.....	1924	Salisbury
Teapleton, Geo. Seckler.....	1927	Mooresville	Williamson, C. M.....	1926	Charlotte
*Tennant, W. D., Jr.....	1926	Asheville	Williamson, Joseph Worth.....	1924	Mooresville
Thomas, C. E. (1901).....	1911	Thomasville	Willis, Beatrice A.....	1922	Fayetteville
*Thomas, E. R. (1915).....	1929	Roxboro	Willis, Robert Moore.....	1921	Scotchport
Thomas, E. R.....	1907	Erwin	Wilson, Claude Arthur.....	1925	Monroe
Thomas, Wm. Graham, Jr.....	1927	Varina	Wilson, Eugene C.....	1921	Furlington
Thompson, Albert Johnson.....	1924	Badin	Wilson, George Sparrow.....	1921	Belmont
Thompson, James L.....	1925	Reidsville	Wilson, Lowry Reed.....	1924	Lowell
THOMPSON, PAUL HERBERT.....	1925	Fairmont	Wilson, Thomas Harvey.....	1924	Thomasville
Thornton, Wm. Herbert.....	1920	Newton	Wilson, Thomas Vernon.....	1924	Hendersonville
Thresher, Hiram Eldridge.....	1919	Southern Pines	*Wilson, Wm. Brown.....	1920	Hendersonville
Tilley, John Everett.....	1924	Winston-Salem	Winders, Hal Marion.....	1925	Farmville
Tingen, Wm. Z.....	1928	Charlotte	Wohlford, Herbert Wm.....	1921	Charlotte
Tolson, Jas. Garland.....	1927	Durham	Wolfe, Benj. Houston.....	1919	Charlotte
*Toms, Bate Carpenter.....	1919	Salisbury	Wolfe, Carl.....	1919	Hickory
Toms, Elmo Reid.....	1924	Wilmington	Wolfe, Drayton.....	1919	Lincolnton
Townsend, J. H.....	1915	Red Springs	Wolfe, William Samuel.....	1918	Mt. Airy
Trent, John Andrew.....	1922	Cambria, Va.			
*Tripp, Guy Oscar.....	1924	Tarboro			

Wood, Ernest Harvey.....	1928	New Bern
Woodard, Ernest V.....	1919	Selma
Woodard, Edward Watson.....	1922	Henderson
Wooten, John Wm. Franklin.....	1927	Fremont
Worthington, E. C.....	1925	Washington
*Wrike, Walter Curtis.....	1922	Graham

Y

Yongue, Jas. Douglas.....	1927	Pickens, S. C.
Young, John.....	1918	Greensboro

Z

*† Zoeller, Edward V.....	1880	Tarboro
Zuckerman, Isaac L.....	1918	Durham

ASSOCIATES

Adams, Lowry Thomas.....	1924	Winston-Salem
Anderson, L. W.....	1928	Hertford
Austin, David McBride.....	1927	Muxton
Barefoot, Earle G.....	1929	Canton
Barnes, Tal S.....	1929	N. Wilkesboro
Bass, J. A.....	1929	Wilson
Brame, Robt. Marvin, Jr.....	1929	N. Wilkesboro
Brown, Ernest.....	1929	Ronda
Browning, Alton Cain.....	1928	Greensboro
Bryan, E. L.....	1928	Aberdeen
Calton, Renneth Clyde.....	1922	Durham
Caplan, Isaac Leo.....	1922	Old Fort
*Coble, H. Floyd.....	1925	Greensboro
Correll, Leslie James.....	1925	Kannapolis
*Cox, Thomas M.....	1922	Asheville
Coxe, James Sherwood.....	1920	Raleigh
*Currens, Turner Fee.....	1926	New York City
Dean, Chas. Adolphus.....	1927	Haleyville, Ala.
Dilling, Coit.....	1924	Gastonia
Dixon, Herman Lewis.....	1922	Charlotte
Dorsey, E. G.....	1928	Henderson
English, Nereus C.....	1924	Monroe
Ferrell, John Calvin.....	1926	Durham
Fleishman, A. M.....	1927	Fayetteville
Funderburk, Rupert.....	1924	Monroe
Gibson, P. E.....	1925	Hendersonville
Greene, J. Frank.....	1929	Bakersville
Griffin, Ellerbe Wilson.....	1922	Kings Mountain
Hall, James Henry.....	1925	Statesville
Henderson, Leonard Willis.....	1925	Franklinton
Henley, Paul Barclay.....	1928	Fayetteville
Hickman, Wesley Jones.....	1926	Rutherfordton
Hicks, Ernest L.....	1923	Concord
Hoey, Frank Ernest.....	1922	Shelby
Holshouser, John Leidy.....	1929	Chapel Hill
Hunt, Lyman Baker.....	1928	Durham
Jumper, L. C.....	1928	Black Mountain
Laidlaw, Herbert Rhodes.....	1925	Salisbury
Lewis, Edmund Wilkins.....	1925	Jackson
Little, George Robert.....	1926	Saluda
Long, Lipman Aaron.....	1926	Mount Olive
Mabry, C. P.....	1925	Hamlet

Matthews, Weldon C.....	1929	Morehead City
McLarty, Geo.....	1926	High Point
Marrow, A. S.....	1928	Morehead City
Marsh, Joseph Brooks.....	1922	Salisbury
Mashburn, Pinkey Hodge.....	1922	Old Fort
Meyers, James Henry.....	1926	Saluda
Michael, W. Edgar.....	1929	Asheville
Mitchell, H.....	1927	Raleigh
*Morrow, Lelon Colquitt.....	1925	Asheville
Mugrove, Wm. McKinley.....	1927	Catawba
Page, Clarence Esiah.....	1922	Henderson
Peeler, George Calvin.....	1922	Salisbury
Perry, Jas. Edward.....	1929	Franklin
Perry, Nathan B.....	1926	Charlotte
Phillips, William B.....	1921	Goldsboro
Reese, L. J.....	1929	Asheville
Richardson, Hobart Wm.....	1926	Greensboro
Rittenbury, R. S.....	1929	Bailey
Robertson, W. M. (1920).....	1929	Laurinburg
Robertson, Wm. Zenas.....	1925	Burnsville
Rollins, P. D.....	1928	Asheville
Rush, Wesley S.....	1929	Candor
*Russell, G. A.....	1925	Greensboro
Sheffield, Bernard C.....	1929	Warsaw
*Stephenson, B. O.....	1928	Shelby
Summers, W. R.....	1928	Kings Mountain
Taylor, Chas. A.....	1927	Charlotte
TAYLOR, WILEY ROBERTS.....	1924	Fairmont
Taylor, William Mabry.....	1927	Winston-Salem
Thomas, Robert Henry.....	1927	Sanford
Thompson, Oma M.....	1922	Winston-Salem
Umstead, Oscar Logan.....	1929	Durham
Underwood, William Alfred.....	1925	Asheboro
Viall, Wesley R.....	1925	Pinehurst
Vick, James Grey.....	1924	Baltimore, Md.
Wagner, Jefferson Carl.....	1925	Asheville
Welch, John E., Jr.....	1928	Asheville
*Whitley, W. Y.....	1929	Fremont
Yandle, Lester Hunter.....	1925	Matthews
Young, Richard E.....	1929	Asheville

HONORARY

Beal, James Hartley.....	Urbana, Ill.
Chase, Harry Woodburn.....	Chapel Hill, N. C.
Holton, Chas. Wm.....	Essex Falls, N. J.
Kelly, Evander F.....	Baltimore, Md.
Rusby, H. H.....	New York City
Venable, Francis Preston.....	Chapel Hill, N. C.
Wooten, Thomas V.....	Chicago, Ill.

TOTAL MEMBERSHIP

Regular Members	764
Associate Members	81
Charter Members	5
Life Members	28
Honorary Members	7
Total.....	885

THE TRAVELING MEN'S AUXILIARY

OFFICERS

L. STERLING HUBBARD.....	<i>President</i>
W. McELVEEN	<i>Vice-President</i>
LAMBERT KUHN	<i>Secretary-Treasurer</i>

MEMBERS

(List Supplied by Secretary Kuhn)

<i>Name</i>	<i>Firm Represented</i>	<i>Member's Address</i>
Alexander, R. H.....	Russell McPhail, Chocolates.....	Box 334, Marion
Ballard, R. J.....	The Beaufont Co.....	Greensboro
Banks, Robert R.....	Chilton Pen Co.....	Morganton
Barbee, M. C.....	Barbee-Hayes Co.....	Greensboro
Barley, M. F.....	Muth Bros. and Co.....	Baltimore, Md.
Betts, L. H.....	E. R. Squibb and Sons.....	Asheville
Bell, H. M.....	The Upjohn Co.....	Windsor
Blackwell, R. I.....	Gordon-Hopkins Co.....	P. O. Box 606, Raleigh
Bowers, J. B.....	Owens and Minor Drug Co.....	P. O. Box 1396, Richmond, Va.
Bradburn, Frank.....	E. R. Squibb and Sons.....	Hendersonville
Bridenthal, H. L.....	Robt. M. Green & Sons.....	Chattanooga, Tenn.
Brownie, J. R.....	Dr. Miles Medical Co.....	Box 186, Berkeley Station, Norfolk, Va.
Bühmann, Walter.....	O'Hanlon-Watson Drug Co.....	Winston-Salem
Bundy, F. L.....	Norwich Pharmacal Co.....	Bland Hotel, Raleigh
Burwell, W. A.....	Eli Lilly and Co.....	Raleigh Hotel, Raleigh
*Butler, Tom.....	The Hollingsworth Co.....	Box 351, Reidsville
Christian, J. H.....	Cliff Weil Cigar Co.....	Charlotte
Christian, W. L.....	Cliff Weil Cigar Co.....	Raleigh
Civil, John K.....	The Norwich Pharmacal Co.....	Box 52, Elizabeth Station, Charlotte
Coble, H. F.....	O. Henry Drug Co.....	Greensboro
Coppedge, J. B.....	W. H. King Drug Co.....	Raleigh
Coppedge, J. W.....	W. H. King Drug Co.....	Raleigh
Creekmore, R. A.....	The Coca-Cola Co.....	Charlotte
Crews, W. E.....	The DeVilbiss Co.....	2718 Griffin Ave., Wilmington
Cross, A. R.....	The Penslar Co.....	1615 De Bree Ave., Norfolk, Va.
Cummings, G. W.....	The Welch Grape Juice Co.....	Richmond, Va.
Deaver, H. V.....	Peabody Drug Co.....	Durham
DeLamater, E. L.....	Sharp and Dohme.....	King Cotton Hotel, Greensboro
Dixon, W. R.....	Bauer and Black.....	2300 E. 5th St., Charlotte
Foege, John, Jr.....	John Jr. Cigar Co.....	Richmond, Va.
Eriese, Edward A.....	Robt. M. Green and Sons.....	Box 915, Charlotte
Gaddy, H. M.....	Sharp and Dohme.....	Mecklenburg Hotel, Charlotte
Goodrich, J. Floyd.....	B. C. Remedy Co.....	Durham
Hamrick, G. Rush.....	Kendall Medicine Co.....	Shelby
Hayes, D. F.....	Justice Drug Co.....	Greensboro
Hayes, P. A.....	Justice Drug Co.....	Greensboro
Henley, Allen.....	Merrick's, Inc.....	2204 Avondale Ave., Charlotte
Henderson, C. F.....	O'Hanlon-Watson Drug Co.....	Winston-Salem
Hicks, H. T.....	The Capudine Chemical Co.....	Raleigh
Hoft, B. A.....	Powers-Taylor Drug Co.....	Kinston
Holland, Ralph.....	The Nunnally Co.....	Atlanta, Ga.
Holly, C. A.....	Burwell and Dunn.....	Lincolnton
Holmes, Ralph.....	Burwell and Dunn.....	407 W. Poplar St., Charlotte
Howie, Robt. C.....	Johnsons Candies.....	Mocksville
Hubbard, L. S.....	Norris.....	Box 270, Reidsville
Huggins, H. H.....	The H. K. Wampole Co.....	Pomaria, S. C.
Hunter, R. E.....	The Upjohn Co.....	Burlington
Hunter, R. W.....	W. H. King Drug Co.....	Raleigh
Johnson, W. L.....	Parke, Davis and Co.....	Gibson
Kuhn, Lambert.....	Robt. M. Green and Sons.....	Henry Grady Hotel, Atlanta, Ga.
Leimkühler, M. J.....	E. B. Read and Son Co.....	Box 1001, Charlotte
Lirdsey, Jas.....	Whitman's Candies.....	Philadelphia, Pa.

* Deceased.

Lowe, R. W.	Bodeker Drug Co.	Richmond, Va.
McCambridge, J., Jr.	McCambridge & McCambridge Co.	F-1226 11th St., S. E., Wash., D. C.
McCaskell, J. M.	American Soda Fountain Co.	Pinehurst
McElveen, W.	The Nyal Co.	204 Jefferson Apts., Charlotte
Marston, R. H.	The Upjohn Co.	Kinston
Merrick, F. W.	Merrick's, Inc.	Charlotte
Miller, W. C.	Bodeker Drug Co.	Richmond, Va.
Moore, Z. M.	Scott Drug Co.	91 N. Union St., Concord
Norris, A. L.	Norris Co.	Atlanta, Ga.
Norris, Garland C.	Garland C. Norris Co.	Raleigh
O'Bannon, J. B.	Scott Drug Co.	Charlotte
Painter, J. R.	Carter-Colton Co.	809 New Bern Ave., Raleigh
Parker, Geo. S.	The Nunnally Co.	Atlanta, Ga.
Pollard, A. D.	Whitman Candies.	Carolina Hotel, Raleigh
Richards, T. A.	Jas. I. Bailey Co.	514 N. Bloodworth St., Raleigh
Rainey, R. D.	Southeastern Drug Journal.	Atlanta, Ga.
Rider, H. L.	Richard Hudnut.	Rockledge Apts., Charlotte
Robertson, M. L.	Bodeker Drug Co.	Richmond, Va.
Rowe, John.	Eli Lilly and Co.	Newton
Russell, G. A.	Vick Chemical Co.	Greensboro
Salter, J. M.	Merrick's, Inc.	206 E. Montgomery St., Milledgeville, Ga.
Sanders, L. C.	Sterling Products Co.	214 College Place, Greensboro
Sappenfield, W. A.	Eli Lilly and Co.	Box 233, Fayetteville
Sharp, H. S.	Coca-Cola Co.	Box 262, Charlotte
Shreve, D. L.	Justice Drug Co.	Greensboro
Smith, Thos. J.	Burwell and Dunn.	Charlotte
Spencer, John.	Peabody Drug Co.	Durham
Stanback, T. M.	Stanback Medicine Co.	Spencer
Stone, M. W.	H. B. Hunter Co.	216 E. Blvd., Charlotte
Teague, M. F.	Eli Lilly and Co.	1200 Woodley Ave., Asheville
Thorpe, W. M.	Tom Houston Peanut Co.	Columbus, Ga.
Tracy, A. M.	Maillard's.	Harlen, Ga.
Tunison, C. C.	Sharp and Dohme.	Atlanta, Ga.
Underwood, H. P.	The Upjohn Co.	Fayetteville
Vick, E. W.	Bodeker Drug Co.	Goldsboro
Watts, R. M.	W. H. King Drug Co.	113 N. Wilmington St., Raleigh
Webb, Alex.	United Drug Co.	Rocky Mount
Wilkins, A. L.	Donnel-Kennigott and Gray.	941 E. Main St., Norfolk, Va.
Williams, F. D.	The Owl Drug Co.	Hotel Charlotte, Charlotte
Wilson, A. R.	Liquid Carbonic Co.	Durham
Winters, Ed. C.	Dixie Cup Co.	106 Ransom Place, Charlotte
Woodward, C. T.	The Upjohn Co.	417 N. College St., Charlotte
Young, R. Allen.	Young Drug Co.	Charlotte

FORTY-EIGHTH ANNUAL REPORT
OF THE
NORTH CAROLINA BOARD OF PHARMACY
1929

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1929-1930

*Commissioned by His Excellency, the Governor
of North Carolina*

J. G. BALLEW, Lenoir.....	Term expires April 28, 1930
C. P. GREYER, Morganton.....	Term expires April 28, 1931
E. V. ZOELLER, Tarboro.....	Term expires April 28, 1932
I. W. ROSE, Rocky Mount.....	Term expires April 28, 1933
F. W. HANCOCK, Oxford.....	Term expires April 28, 1934

PRESIDENT

EDWARD V. ZOELLER.....	Tarboro
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SECRETARY-TREASURER

F. W. HANCOCK.....	Oxford
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ATTORNEY

F. O. BOWMAN.....	Chapel Hill
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FORTY-EIGHTH ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

LETTER OF TRANSMISSAL

Oxford, N. C., June 1, 1929.

Reciprocity

*To His Excellency,
O. Max Gardner, Governor,
Raleigh, N. C.*

SIR:

I have the honor to submit to your Excellency and to the North Carolina Pharmaceutical Association in compliance with Section 6654 of the Consolidated Statutes of North Carolina, a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1929.

Meetings

During the year ending May 31, 1929, two meetings of the Board of Pharmacy were held, both in Chapel Hill. These were held on June 14 and 15, 1928, (this being the annual meeting) and November 22 and 23, 1928.

At the annual meeting, Mr. I. W. Rose, of Rocky Mount, presented his commission from the Governor as a member of the Board for a term of five years from April 28, 1928. Attached to said commission was the oath of office taken before the Clerk of the Superior Court of Nash County, and we thereupon entered upon the duty of the office.

Examinations

Examinations of candidates for the certificate of registered pharmacists and the certificate of registered assistant pharmacists were conducted in Chapel Hill in June and November, 1928. These examinations were conducted in the New Pharmacy Building. There were 28 applicants for certificate of registered pharmacists, twenty-six being successful. There were five for assistant's certificate, three being successful. Nine took the theoretical examination only.

Under the provisions of the law of North Carolina, this Board is permitted to engage in reciprocal exchange of certificates of registration, and this practice is engaged in with reference to the registered pharmacist certificate among all the States of the Union, with the exception of California and New York. The registration is based upon the conditions existing within any given State at the time of licensure by another State. All reciprocity is conducted through the agency of the National Association of Boards of Pharmacy, of which organization this Board is an active member. The principal office of the Association is located in Chicago.

Inspection Work

For the first time in the history of this Board, we have had an all time Inspector in the field visiting and inspecting all drug stores. We have employed him for another year. He will this year inspect places other than Drug Stores handling and selling drugs and medicines. He makes the following splendid report:

REPORT OF B. WYCHE WALKER

Assistant Inspector

Rocky Mount, N. C., June 1, 1929.

To the Members of the
North Carolina Board of Pharmacy:

Gentlemen:

I have the honor to submit herewith my report of Inspection work for the year ending May 31, 1929.

I have visited 530 towns and made 1,563 inspections of drug stores, some of them two and three times.

Many minor irregularities have been corrected and on an average of one drug sign per day for the entire year has been removed from stores which were not entitled to use them.

All poison registers have been examined and managers of those stores which have none have been instructed to procure them.

I have seen that all drug stores are registered and have permits and that all licenses are renewed and displayed and have made many collections of renewal fees.

I have had eight indictments for violation of the Pharmacy Law issued and have secured six convictions. Four cases are now pending in the Courts.

I have worked with Sheriffs on four different occasions in running down drug peddlers who were operating without license—also, on one occasion with Federal Narcotic Agents in locating a dope pedler.

I have turned over to the Federal Prohibition Administrators complaints that came under their supervision.

I have endeavored to the best of my ability to see that our laws are complied with and enforced, and will continue to do so.

Respectfully submitted,

B. WYCHE WALKER.

Pharmacists

The following twenty-six (26), who took the Pharmacist Examination, were successful, and were registered and licensed.

Austin, Beverly Newton.....Leaksville
Barnhardt, Manlus Ray.....Rockwell
Bender, Walker Meares Kilpatrick.....Trenton
Black, Frank Leroy.....Mount Holly
Boysworth, Ernest Gaston.....Marshville
Brodie, Thomas Lewis.....Henderson
Bynum, Carney Washington.....Wilson
Curtis, James Richard.....Mullens, S. C.
Ferguson, John Stratford.....Raleigh
Garren, Fulton Oats.....Asheville
Hall, Isaac Benj., Jr. (col.).....Winston-Salem
Harper, William Lacy.....Mount Airy
Holley, Mary Stuart (col.).....Charlotte
Isler, John Hazely (col.).....Charlotte
Lazarus, Joseph.....Sanford
Markham, George Wilburn.....Greensboro
McLaughlin, Jack McDonald.....Mercersburg, Pa.
Oakley, Curtis Hill.....Roxboro
Phifer, Bascom Rommie.....Monroe
Ring, Charles Adolphus, Jr.....High Point
Spoon, Kenneth Bryan.....Charlotte
Sullivan, Laurence Steers.....High Point
Tatum, Joseph Myron.....Brevard

Wartman, Charles Jenkins.....Keysville, Va.
White, Clarence Bernard.....Henderson
White, Delemer Frederick.....Mebane

Pharmacists Registered by Reciprocity

Twenty-six (26) in Number

Andes, Garrette Earl.....Charlotte
Virginia
Artice, Albre Russell (col.).....Elizabeth City
Pennsylvania
Armstrong, William Erastus.....Petersburg, Va.
Virginia
Cain, Charles Macbeth.....Batesboro, S. C.
South Carolina
Cain, Herman Earl.....Winston-Salem
South Carolina
Cowan, George Alexander.....Greenville, S. C.
South Carolina
Dennis, Carol Mower.....Shelby
South Carolina
Fleming, John Miller.....Waxhaw (Re-reg.)
South Carolina
Grinstead, Carl Parker.....Statesville
West Virginia
Heriot, Henry Green.....Canton
South Carolina
Kirby, James Herman.....Atlanta, Ga.
Georgia
Lester, Henry Larkins.....Lynchburg, Va.
Virginia
Lever, Thomas Horace.....Durham
South Carolina
Marrow, Charles Taylor, Jr.
Morehead City (Re-reg.)
Virginia
McKinney, Chalmers Dow.....Timmons ville, S. C.
South Carolina
Meroney, Felix Porter.....Murphy
Tennessee
Moore, Harry.....Kings Mountain
South Carolina
O'Quinn, Lester Ford.....Miami, Florida
Georgia
Prince, Robert Melvin.....Charlotte
South Carolina
Rivers, Thomas Elijan.....Shelby
South Carolina
Smith, Verner Franklin.....Asheville
Missouri
Stone, Joel Hammond.....Southern Pines
South Carolina
Spriggle, James Blair.....Draper
Virginia
Sutton, John Frederick.....Gaffney, S. C.
South Carolina
Thomas, Clarence Lee.....Waxhaw
South Carolina
Underhill, John Alexander.....Wendell
South Carolina

This list shows that we registered
15 from the State of South Carolina
5 from the State of Virginia
2 from the State of Georgia
1 from the State of Pennsylvania
1 from the State of West Virginia

1 from the State of Tennessee
1 from the State of Missouri.

Assistant Pharmacists

The following three (3) who took the Assistant Pharmacist Examination, were successful, and were registered and licensed:

Branch, Braxton Craven.....Lucama
Maus, Fred Beall.....Greensboro
Millaway, Eugene Delano.....Liberty

Re-registered

The following fifteen (15) Pharmacists have re-registered during the year.

Cox, L. H.....Belmont
Cox, C. L.....Wilmington
Dizor, M. E.....Raleigh
Elkins, V. W. B.....Siler City
Jones, M. L. (col.).....Goldsboro
Norman, J. S., M.D.....Hickory
Peterson, S. S., M.D.....Gastonia
Pope, A. S.....Weldon
Powell, F. L.....Baltimore, Md.
Richardson, J. D. (col.).....Salisbury
Singletary, W. O.....Winston-Salem
Stewart, W. M.....Charlotte
Tucker, H. O.....Chapel Hill
Warlick, E. S., M.D.....Mars Hill
Wohlford, H. W.....Charlotte

Permitted Physicians

Permits to conduct drug stores in towns of 500 inhabitants or less were granted to the following eighteen (18) Physicians:

Barker, Yates Middleton,
Macclesfield, Edgecombe County
Carroll, Fountain Williams,
Hookerton, Greene County
Chalmers, Henry Coleman.....Stem, Granville County
Cooke, Quinton Henry,
Rich Square, Northampton County
Currie, Daniel Smith.....Parkton, Robeson County
Floyd, Lawrence Dowe,
Fair Bluff, Columbus County
Griffin, Ernest Maltreavease.....King, Stokes County
Lacy, Thomas Allen.....Cameron, Moore County
McDonald, Augustus Alexander,
Jackson Springs, Moore County
Parker, John Wesley, Jr.,
Seaboard, Northampton County
Pearson, Hugh Oliver, Pinetops, Edgecombe County
Sloop, Eustace Henry.....Newland, Avery County
Royal, Domnie Martin,
Salemberg, Sampson County
Rozier, Richard Gregory,
Cerro Gordo, Columbus County
Smith, Paul.....Pikeville, Wayne County
Stone, Grady Erastus.....King, Stokes County
Tise, Walter Thomas.....Peachland, Anson County
Wilkes, Marcus Branch,
Laurel Hill, Scotland County

Pharmacists whose names were removed from registered list for failure to renew license

Thirty (30) in Number

Amiss, J. T.....Asheville
Ashcraft, L. C.....Marshville
Brinkley, J. H.....Wilson
Cardwell, G. W. (col.).....Elizabeth City
Christian, J. B. (col.).....Winston-Salem
Davis, I. I.....Concord
Dinwiddie, P. H.....Black Mountain
Gaddy, H. M.....Charlotte
Gurley, D. M.....Sanford
Hicks, C. G.....Raleigh
Johnson, J. McN.....Aberdeen
Kirby, K. R.....Kings Mountain
Kolb, R. H.....Fairview, Mich.
Mann, R. H.....High Point
Mayberry, E. B.....Maxton
McLaughlin, J. McD.....Mercersburg, Pa.
Moore, E. E.....Granite Falls
Pope, A. S.....Weldon
Powell, F. L.....Baltimore, Md.
Richardson, L. W.....Kenly
Roberts, A. R.....Gatesville
Scott, J. M.....Charlotte
Simpson, J. F.....Raleigh
Tucker, H. O.....Whitakers
Tuttle, B. M.....Murphy
Walker, C. A.....Asheville
Watson, Richard.....Tryon
White, J. S.....Elon College
Williams, W. W. (col.).....Fayetteville
Witherspoon, E. A. (col.).....Durham

Assistant Pharmacists whose names were removed from registered list for failure to renew license

Five (5) in Number

Bell, E. V.....Raleigh
Clark, T. N.....Fayetteville
Dilling, Coit.....Gastonia
Heslep, F. W.....Wilmington
Vick, J. G.....Wilson

Pharmacists whose names were removed from the reciprocity list for failing to renew license

Twenty (20) in Number

Brown, Newton.....Asheville
Chandler, H. C.....Greensboro
Elrod, H. F.....Memphis, Texas
Godfrey, A. E.....Durham
Hargrave, H. P. (col.).....High Point
Hooper, W. F.....Cornelia, Ga.
Kutscher, G. W.....Swannanoa
Lever, T. H.....Durham
Lyon, W. B.....Greensboro
Matthews, J. T.....Mooresville
Nye, D. S.....Wake Forest
O'Quinn, L. F.....Miami, Fla.
Pruette, A. R.....Jacksonville, Florida

Palmer, T. O.....	Suffolk, Va.
Patterson, Miss Myrtle G.....	Durham
Ross, W. E.....	Leaksville
Sangster, R. P.....	Fort Smith, Ark.
Stokes, E. V. (col.).....	Durham
Stone, J. H.....	Southern Pines
Swayzee, W. B.....	Greensboro

Physicians whose names were removed from list for failing to renew permits

Thirteen (13) in Number

Boger, D. T.....	Rockwell, Rowan County
Buckler, J. M.....	Swannanoa, Buncombe County
Crouch, T. D.....	Stoney Point, Alexander County
Harper, J. M.....	Cameron, Moore County
Harrell, W. H.....	Creswell, Washington County
Leeper, D. H.....	Hiddenite, Alexander County
Mason, Manly.....	Newport, Carteret County
Outland, J. L.....	Woodland, Northampton County
Page, B. W.....	Trenton, Jones County
Proffitt, T. J.....	Elk Park, Avery County
Reed, R. H.....	Kenansville, Duplin County
Sykes, G. L.....	Salemberg, Sampson County
Weathers, R. R.....	Knightdale, Wake County

Pharmacists from this State Registered in other States by Reciprocity

Eight (8) in Number

Cennaday, William H., in the State of Oklahoma.
Gary, John R., in the District of Columbia.
Mayberry, Edgar B., in the District of Columbia.
McLaughlin, Jack, in the State of Pennsylvania.
Parker, Walter W., Jr., in the State of Virginia.
Powell, Fred L., in the District of Columbia.
Wartman, Charles J., in the State of Virginia.
Williams, Wayman W. (col.) in the State of Mich.

Applications Rejected for Registration by Reciprocity because they failed to meet the requirements of this State

Three (3) and all from the State of South Carolina.

Women Pharmacists

Of the total number of Registered Pharmacists in the State 4 are white women, and 2 are colored, and one is white Assistant.

Colored Pharmacists

Of the total number of Registered Pharmacists in the State 39 are colored.

Outside the State

Of the total number of Pharmacists Registered 63 reside outside the State.

There are 30 Pharmacists in the State not in the drug business who regularly renew their licenses.

Drug Store Registration for the Year ending

May 31, 1929

Our 1928 Report showed the registration of 795 Drug Stores—this year's Report shows 848. Forty stores closed during the year. This shows a net increase of fifty-three new stores. Twenty-three changed the firm name. There are forty negro stores and eighty stores managed by Physicians holding permits to conduct drug stores in towns of 500 inhabitants or less.

674 Drug stores have only one licensed pharmacist.
157 Drug stores have only two licensed pharmacists.
12 Drug stores have three licensed pharmacists.
5 Drug stores have four licensed pharmacists.

North Carolina Board of Pharmacy

BUSINESS ORDER

Roll call and *pro tem.* appointments.
Reading and approving minutes.
Miscellaneous communications.
Reports of officers and committees.
Special orders.
Unfinished business.
New business.
Choosing place and time of next meeting.
Adjournment.

We are having printed in pamphlet form 1,500 copies of a complete code of all State laws affecting pharmacy. As soon as these are received from the printer a copy will be mailed to every licensed pharmacist in the State, also to every Physician holding a permit to conduct a drug store.

MEMORIAL RECORD

How sweet to sleep where all is peace,
Where sorrow cannot reach the breast,
Where all life's idle throbbings cease
And pain is lulled to rest!

JESSE CARTER

Aberdeen

MELVILLE DORSEY

Henderson

J. W. FOX

Courtland, Va.

H. W. HARRIS

Mocksville

J. D. NUTT

Wilmington

E. LeR. PIKE

Asheville

J. N. PITTMAN

Henderson

L. B. SASSER

Wilmington

R. S. SLEDGE

Draper

A. C. SORREL

Winston-Salem

RECAPITULATION

Candidates Examined and Licensed (Pharmacists).....	26
Re-registered (Pharmacists)	15
Registered by Reciprocity (Pharmacists)	26
Registration of Drug Stores	848
Permits Granted to Physicians	18
Pharmacists Dropped for Non-Payment Renewal Fee.....	30
Pharmacists Dropped from Reciprocity List for Non-Payment Renewal Fee.....	20
Assistant Pharmacists Dropped for Non-Payment Renewal Fee.....	5
Applications Rejected for Registration by Reciprocity.....	3
Physician's Permits Dropped for Non-Payment Renewal Fees.....	13
Number of Deaths	10
Physicians Holding Permits	87
Registered Assistant Pharmacists	9
Total Pharmacists Registered by Reciprocity.....	156
Total Pharmacists Registered	981
Total Pharmacists including those Registered by Reciprocity.....	1,137

I respectfully submit herewith the receipts and expenditures for the current year:

FINANCIAL REPORT

North Carolina Board of Pharmacy in Account with F. W. Hancock, Secretary-Treasurer

RECEIPTS

From June 1, 1928 to May 31, 1929

June 1, 1928—By Balance.....	\$15,012.99
June 12, 1928—By Amount Paid by	
19 Candidates taking the Examination, \$10.00 each	190.00
9 Candidates taking the Examination, \$5.00 each	45.00
Nov. 21, 1928—By Amount Paid by	
5 Candidates taking the Examination, \$10.00 each	50.00
9 Candidates taking the Examination, \$5.00 each	45.00
May 31, 1929—By Amt. rec. from	
Renewal License Pharmacists	5,840.00
Renewal License Asst. Pharmacists	45.00
Re-Registration Fees	140.00
Reciprocity Fees	190.00
Physicians Renewal of Permits.....	415.00
Physicians Permits Issued.....	115.00
Drug Store Registration Fees, 1928	72.00
Drug Store Registration Fees, 1929	844.00
Assistant Pharmacists	10.00
Issuing Original Certificates.....	4.00
Interest	524.84
	<u>\$23,542.83</u>

EXPENDITURES

From June 1, 1928 to May 31, 1929

Salary, Rent and Stenographic Aid....	\$ 2,400.00
Inspection Work	4,212.60

Board Expenses and Per Diem.....	1,181.90
Printing and Stationery	461.93
Postage	190.23
Other Expenses	180.66

Balance on Hand, June 1, 1929.....	14,915.51
	<u>\$23,542.83</u>

Respectfully submitted,
F. W. HANCOCK,
Secretary-Treasurer.

The above Financial Report as per order of the North Carolina Board of Pharmacy was audited by a Certified Public Accountant whose report follows:

RAYMOND L. PRICE
Certified Public Accountant

Raleigh, N. C. June 8, 1929.

To the Officers and Members of the North Carolina Board of Pharmacy:

Gentlemen:

I hereby certify that I have examined the books and records of Mr. F. W. Hancock, Secretary-Treasurer of the North Carolina Board of Pharmacy, for the period from June 1, 1928 to May 31, 1929 and find all Receipts as entered in his books properly accounted for. Disbursements for the fiscal year are correctly entered from paid Vouchers on file.

The balance of \$14,915.51 at May 31, 1929, was verified from bank statements and from letters from the various depositories.

Respectfully submitted,
RAYMOND L. PRICE,
Certified Public Accountant.

LIST OF REGISTERED PHARMACISTS, AS-
SISTANT REGISTERED PHARMACISTS
AND PHARMACISTS REGISTERED
BY RECIPROCITY

REVISED JUNE 1, 1929

Please notify the Secretary promptly of any
change in address.

A

1. Abernethy, J. G.....	1907	Elkin
2. Adams, J. L.....	1903	Gastonia
3. Adams, E. C.....	1908	Gastonia
4. Adams, R. McC.....	1915	LaGrange
5. Adams, E. E.....	1924	Newton
6. Ahrens, A. G.....	1902	Wilmington
7. Aiken, J. H.....	1914	Biltmore
8. Aiken, L. W.....	1916	Asheville
9. Alderman, J. L.....	1923	Hillsboro
10. Alexander, O. T.....	1910	Waynesville
11. Allen, C. H.....	1916	Huntersville
12. Allen, H. H.....	1915	Cherryville
13. Allison, T. B.....	1910	Asheville
14. Ancrum, E. W. (col.).....	1911	Winston-Salem
15. Anderson, J. M.....	1911	New Bern
16. Andrews, C. M.....	1907	Burlington
17. Andrews, R. H.....	1914	Burlington
18. Andrews, W. T.....	1917	Goldsboro
19. Armfield, Horace.....	1898	Nabemarle
20. Armstrong, W. E. (col.).....	1922	Rocky Mount
21. Arps, P. M.....	1916	Plymouth
22. Arps, E. G.....	1921	Plymouth
23. Ashford, A. J.....	1901	Kinston
24. Atwater, G. M.....	1912	Norfolk, Va.
25. Austin, T. E.....	1912	Roxboro
26. Austin, B. N.....	1928	Leaksville

B

27. Bailey, L. A.....	1914	Charlotte
28. Bain, J. D.....	1924	Sylva
29. Baker, W. P.....	1921	Raeford
30. Baker, J. LaF.....	1928	Nashville
31. Ballew, J. G.....	1902	Lenoir
32. Banner, John.....	1894	Mt. Airy
33. Barbour, J. P.....	1928	Liberty
34. Barger, C. N.....	1928	China Grove
35. Barker, E. J.....	1911	Rowland
36. Barker, W. B.....	1898	Greensboro
37. Barnes, E. W.....	1911	Pinetops
38. Barnhardt, M. R.....	1928	Rockwell
39. Barnhill, W. L.....	1912	Wilson
40. Barnhill, Mabel.....	1906	Bethel
41. Barrett, R. E.....	1917	Burlington
42. Baucom, A. V.....	1905	Apex
43. Beard, J. G.....	1908	Chapel Hill
44. Beavans, W. E.....	1901	Enfield
45. Beddingfield, E. T.....	1913	Clayton
46. Beddingfield, C. H.....	1917	Clayton
47. Bell, H. M.....	1905	Windsor
48. Bell, F. R.....	1912	Beaufort
49. Bender, W. M. K.....	1928	Trenton
50. Bennett, K. E.....	1912	Bryson City
51. Bennett, A. M., M.D.....	1888	Bryson City
52. Benson, E. S.....	1916	Wilmington
53. Berg, Jens.....	1906	Southport
54. Bernard, Germain.....	1894	Durham

55. Best, J. H.....	1923	Winston-Salem
56. Betts, J. A.....	1913	Hendersonville
57. Bidby, O. D.....	1925	Asheville
58. Biggs, W. H.....	1905	Williamston
59. Biggs, J. W.....	1909	Williamston
60. Biggs, Sylvester.....	1889	Fayetteville
61. Bilbro, Q. T.....	1916	Asheville
62. Bingham, W. H.....	1916	Concord
63. Bizzell, H. L.....	1920	Kinston
64. Black, B. B.....	1921	Cleveland
65. Black, F. L.....	1928	Mount Holly
66. Blades, M. W.....	1926	Apex
67. Blair, R. K.....	1926	Charlotte
68. Blair, C. W. (col.).....	1912	Gastonia
69. Bland, J. A.....	1923	Maxton
70. Bland, D. L. (col.).....	1915	Sanford
71. Blanton, C. D.....	1926	Lowell
72. Blaunvelt, W. H.....	1904	Asheville
73. Blue, A. F.....	1902	Laurinburg
74. Blue, D. A.....	1926	Carthage
75. Blythe, E. W.....	1890	Brevard
76. Boaz, R. J.....	1915	Greensboro
77. Bobbitt, A. B.....	1919	Winston-Salem
78. Bobbitt, L. M.....	1917	Winston-Salem
79. Bobbitt, J. H.....	1885	Charlotte
80. Boddie, S. P.....	1902	Louisburg
81. Bonner, Brem.....	1913	Durham
82. Bonner, Robert.....	1916	Hendersonville
83. Boon, W. J.....	1904	Raleigh
84. Boone, D. L.....	1905	Durham
85. Boone, J. T.....	1913	E. Durham
86. Bost, J. E.....	1908	Atlanta, Ga.
87. Boyce, J. B., Jr.....	1915	Warrenton
88. Boysworth, E. G.....	1928	Marshville
89. Bradham, C. D.....	1895	New Bern
90. Bradley, J. P.....	1908	Burlington
91. Bradshaw, E. L.....	1928	Greenville
92. Bradsher, W. D.....	1909	Charlotte
93. Brady, C. A.....	1911	Newton
94. Brame, R. M.....	1901	N. Wilkesboro
95. Brame, W. A.....	1906	Rocky Mount
96. Brantley, J. C.....	1899	Raleigh
97. Brantley, P. C.....	1914	Werdell
98. Brietsch, Albert.....	1908	So. Pines
99. Brewer, S. O.....	1914	West Durham
100. Briles, D. T.....	1914	Rocky Mount
101. Bristow, E. B.....	1922	Rockingham
102. Britt, C. B.....	1928	Rocky Mount
103. Brodie, T. L.....	1928	Henderson
104. Brooks, F. G.....	1921	Siler City
105. Brookshire, G. E.....	1917	Asheville
106. Brookshire, L. P.....	1924	West Asheville
107. Brown, J. D.....	1904	Warsaw
108. Brown, J. K.....	1912	Greenville
109. Brown, H. C.....	1913	Goldsboro
110. Browning, H. R.....	1911	Littleton
111. Browning, B. H.....	1908	Littleton
112. Bryan, R. B.....	1926	Asheville
113. Bryan, W. D.....	1904	Tarboro
114. Buchanan, G. G.....	1926	Greensboro
115. Buffalo, J. M.....	1919	Raleigh
116. Kullock, T. C., M.D.....	1902	Autryville
117. Bunting, J. H.....	1888	Wilmington
118. Burgess, T. R.....	1925	Sparta
119. Burnett, B. J. (col.).....	1911	Rocky Mount
120. Burnett, J. P.....	1912	Whitakers

121. Burwell, G. E.....	1891	Miami, Fla.
122. Burwell, W. A.....	1912	Raleigh
123. Lutler, A. B.....	1916	Clinton
124. Bynum, C. W.....	1928	Wilson
125. Byrd, Clement.....	1903	Raleigh
126. Byrd, George.....	1915	Milwaukee, Wis.

C

127. Cain, L. D.....	1921	Raleigh
128. Caldwell, P. G.....	1914	Gastonia
129. Callahan, James.....	1911	Philadelphia, Pa
130. Campbell, F. E.....	1925	Hillsboro
131. Campbell, H. T.....	1916	Maiden
132. Campbell, R. B.....	1917	Taylorsville
133. Campbell, T. N. (col.).....	1924	Wilmington
134. Canaday, W. A.....	1898	Raleigh
135. Canaday, W. H.....	1915	Frederick, Okla.
136. Canaday, R. C.....	1913	Four Oaks
137. Cannon, C. L.....	1906	Kinston
138. Capehart, C. T.....	1894	Charlotte
139. Carpenter, O. B.....	1905	Kings Mountain
140. Carpenter, R. E.....	1897	Shelby
141. Carswell, R. F.....	1921	Winston-Salem
142. Carswell, A. P.....	1926	Winston-Salem
143. Carter, Samuel.....	1905	Salisbury
144. Carter, Stamey.....	1912	Salisbury
145. Carter, Jesse.....	1881	Aberdeen
146. Cassell, A. S.....	1914	N. Wilkesboro
147. Cate, A. S.....	1896	Greensboro
148. Cecil, A. C.....	1923	High Point
149. Chalk, S. A.....	1910	Morehead City
150. Chalker, O. G.....	1920	Winston-Salem
151. Champion, H. O.....	1925	Shelby
152. Champion, H. C.....	1926	Shelby
153. Chapman, D. S.....	1907	Durham
154. Chappell, J. C.....	1914	Raleigh
155. Cheek, G. B.....	1917	Durham
156. Cherry, J. L.....	1909	Cramerton
157. Cherry, W. C., M.D.....	1910	Winston-Salem
158. Chestnutt, J. M.....	1917	Clinton
159. Clark, H. T.....	1908	Scotland Neck
160. Clark, C. B.....	1910	Williamston
161. Clark, W. A.....	1926	Wilson
162. Clayton, A. W., Jr.....	1928	N. Wilkesboro
163. Cline, J. O.....	1916	Elkin
164. Cline, F. H.....	1920	Charlotte
165. Cline, C. E.....	1924	Marshall
166. Cline, H. E.....	1913	Greensboro
167. Cobb, J. L.....	1921	Wilmington
168. Coleman, H. G.....	1910	Durham
169. Compton, J. W.....	1909	Salisbury
170. Congdon, G. G.....	1892	Phoebe, Va.
171. Cook, R. E. L.....	1891	Tarboro
172. Cooke, H. M.....	1904	Spencer
173. Copeland, R. R.....	1916	Ahoskie
174. Coppedge, J. W.....	1906	Raleigh
175. Coppedge, O. G.....	1912	Raleigh
176. Coppedge, J. B.....	1912	Raleigh
177. Costner, B. P.....	1908	Lincolnton
178. Council, C. T.....	1906	Durham
179. Cox, C. L.....	1913	Wilmington
180. Cox, G. M.....	1911	Spencer
181. Cox, L. H.....	1908	Belmont
182. Crabtree, Gilbert.....	1905	Raleigh
183. Crabtree, E. P.....	1912	Franklinton
184. Craig, W. F.....	1925	Charlotte

185. Cranmer, J. B., M.D.....	1893	Wilmington
186. Craven, C. H.....	1912	W. Asheville
187. Crawford, E. P.....	1911	Lenoir
188. Crawford, W. B., M.D.....	1887	Goldsboro
189. Crawford, C. L.....	1926	Greensboro
190. Creech, D. H.....	1908	Smithfield
191. Creech, Seth.....	1918	Kinston
192. Crews, E. T.....	1905	Oxford
193. Croom, R. D.....	1897	Maxton
194. Crutchfield, T. G.....	1920	Greensboro
195. Culpepper, F. D.....	1911	Henderson
196. Curtis, R. H.....	1926	Dillon, S. C.
197. Curtis, J. R.....	1928	Mullens, S. C.
198. Cutchins, J. M., Jr.....	1901	Whitakers

D

199. Dailey, J. F.....	1921	Washington, D. C.
200. Dailey, R. I.....	1915	Reidsville
201. Daniel, E. C.....	1913	Zebulun
202. Danforth, P. E.....	1903	Garner
203. Davis, George, M.D.....	1900	Beaufort
204. Davis, J. W. S.....	1916	Andrews
205. Davis, E. M.....	1905	Roxboro
206. Davis, J. R.....	1907	Asheville
207. Davis, H. E.....	1914	Andrews
208. Davis, J. E.....	1894	Raleigh
209. Davis, J. W.....	1914	Edenton
210. Davis, E. B.....	1915	Morganton
211. Davis, K. W.....	1913	Winston-Salem
212. Davis, D. R.....	1926	New Bern
213. Davis, C. V.....	1921	Elizabeth City
214. Davis, J. G.....	1926	Raleigh
215. Dawson, B. T.....	1909	Rocky Mount
216. Dawson, M. P.....	1909	Rocky Mount
217. Deal, H. M.....	1925	Landis
218. Dees, Fred.....	1915	Burgaw
219. Dees, R. E. L.....	1920	Wallace
220. Deitz, R. Y.....	1907	Tampa, Fla.
221. Dettler, E. E.....	1904	Hickory
222. Dill, G. W.....	1928	Mount Olive
223. Dizer, M. E.....	1917	Raleigh
224. Dodson, J. A. (col.).....	1895	Carrollton, Mo.
225. Douglas, J. D. (col.).....	1904	Rocky Mount
226. Dover, H. C.....	1920	Charlotte
227. Dowdy, D. A.....	1917	High Point
228. Duffy, F. S.....	1886	New Bern
229. Duffy, Leinster, M.D.....	1883	New Bern
230. Dukes, M. H.....	1925	Hillsboro
231. Dunn, R. A.....	1881	Charlotte
232. Durham, C. T.....	1917	Chapel Hill

E

233. Early, E. E.....	1915	Swannanoa
234. Eason, C. W.....	1909	Charlotte
235. East, J. S.....	1911	Winston-Salem
236. Edgerton, E. O.....	1908	Raleigh
237. Edwards, T. N.....	1901	Charlotte
238. Edwards, S. M.....	1917	Ayden
239. Edwards, O. C.....	1921	Raleigh
240. Eldridge, Julius.....	1901	Greenville
241. Elkins, V. W. B.....	1914	Siler City
242. Ellington, C. W.....	1899	Durham
243. Ellington, R. A.....	1904	Madison
244. Elliott, A. G.....	1907	Fuquay Springs
245. Ellis, W. D.....	1925	Greensboro
246. Elvington, D. A.....	1909	Wilmington

247. Etheridge, S. B.	1909	Washington
248. Etheridge, S. G.	1911	Elizabeth City
249. Etheridge, T. J., Jr.	1926	Oxford
250. Eubanks, C. L.	1806	Chapel Hill
251. Eubanks, J. N.	1916	Greensboro

F

252. Farrell, R. D.	1917	Greensboro
253. Farrington, J. V.	1926	Raleigh
254. Faucette, W. P.	1914	Yonngsville
255. Faucette, H. F.	1914	Raleigh
256. Faulconer, R. C.	1909	Burlington
257. Fentress, H. L.	1881	Wilmington
258. Ferguson, H. Q.	1924	Statesville
259. Ferguson, J. S.	1928	Raleigh
260. Ferrell, W. C.	1920	Nashville
261. Petzer, Chas.	1887	Reidsville
262. Fetzner, F. G.	1911	Wadesboro
263. Fields, J. T., Jr.	1917	Laurinburg
264. Finley, G. B.	1915	Marion
265. Fishel, A. L.	1915	Winston-Salem
266. Fisher, Lester	1917	Statesville
267. Fisher, H. A. (col.)	1904	Phil., Pa.
268. Fitchett, C. E.	1916	Dunn
269. Fleming, C. H.	1913	Raleigh
270. Fleming, F. H.	1924	Lenoir
271. Fordham, C. C.	1895	Greensboro
272. Fordham, C. C., Jr.	1925	Greensboro
273. Fordham, C. M.	1909	Greensboro
274. Foster, Caney	1912	Weldon
275. Foster, D. W.	1926	Washington, D.C.
276. Foster, J. C. C.	1912	W. Asheville
277. Fowkes, W. M.	1913	Rockingham
278. Fox, C. M.	1906	Asheboro
279. Fox, L. G.	1901	Rockingham
280. Franklin, O. E.	1897	Washington, D.C.
281. Franklin, K. V.	1928	Raleigh
282. Frederick, J. R. (col.)	1911	Sanford
283. Frieze, W. S.	1910	Concord
284. Fulenwider, Phifer	1908	Raleigh
285. Fulghum, R. T.	1907	Kenly
286. Furr, F. L.	1921	Clifton Forge, Va.
287. Futrelle, W. L.	1912	Wilmington

G

288. Gallaway, Rawley G.	1896	Raleigh
289. Gamble, C. F.	1915	N. Charlotte
290. Gamble, J. P.	1921	Monroe
291. Gamble, A. A.	1926	Waxhaw
292. Gardner, T. L.	1908	Reidsville
293. Garren, F. O.	1928	Greensboro
294. Garrett, Y. D. (col.)	1920	Tarboro
295. Gary, J. R.	1922	Washington, D. C
296. Gaskins, W. F.	1916	New Bern
297. Gattis, P. D.	1916	Raleigh
298. Gibbs, T. R.	1908	Belhaven
299. Gibson, W. Z.	1904	Gibson
300. Gibson, A. M.	1923	Gibson
301. Gilbert, Laomie	1903	Benson
302. Gilliam, W. A.	1925	Winston-Salem
303. Gilreath, A. L.	1928	Asheville
304. Glass, P. G.	1925	Kannapolis
305. Glenn, J. S.	1925	Hickory
306. Godfrey, P. V.	1910	Spray
307. Gooch, R. L.	1917	Oxford
308. Goode, J. A.	1909	Asheville
309. Goodman, G. C.	1881	Mooreville

310. Goodrum, C. S.	1913	Davidson
311. Gorham, R. S.	1903	Rocky Mount
312. Graham, J. C.	1917	Red Springs
313. Grantham, G. K.	1895	Dunn
314. Grantham, G. K., Jr.	1928	Dunn
315. Grantham, Hiram	1889	Red Springs
316. Grantham, L. I.	1910	St. Pauls
317. Grantham, L. B.	1914	Asheville
318. Gray, P. C.	1903	Statesville
319. Green, C. F.	1899	Wilmington
320. Green, H. C.	1909	Charlotte
321. Greene, J. G.	1901	High Point
322. Greenwood, A. M. (col.)	1924	High Point
323. Gregory, R. T.	1898	Stoval
324. Greyer, C. P.	1907	Morganton
325. Griffin, B. C.	1910	Huntersville
326. Griffith, Wiltshire	1907	Hendersonville
327. Grimes, T. W.	1885	Oakboro
328. Grimes, G. D.	1915	Robersonville
329. Grissom, Gilliam	1889	Raleigh
330. Grove, C. E.	1899	Asheville
331. Guion, C. L.	1921	Concord
332. Guion, C. D.	1916	Cornelius
333. Guion, H. N.	1921	Marshville
334. Guiton, J. A.	1925	Whiteville
335. Gurley, W. B.	1916	Windsor

H

336. Hair, R. C.	1925	Pineville
337. Hairston, R. S. (col.)	1917	Winston-Salem
338. Harles, R. A., Jr.	1923	Spring Hope
339. Hall, J. G.	1881	Oxford
340. Hall, J. M.	1901	Wilmington
341. Hall, J. D.	1904	Scotland Neck
342. Hall, J. P.	1925	Oxford
343. Hall, J. S.	1905	Fayetteville
344. Hall, S. P.	1909	Charlotte
345. Hall, S. B.	1925	Hickory
346. Hall, S. C.	1924	Oxford
347. Hall, J. M., Jr.	1928	Wilmington
348. Hall, I. B., Jr. (col.)	1928	New Bern
349. Hambrick, W. R.	1884	Roxboro
350. Hamilton, R. L.	1900	Oxford
351. Hamlet, Reginald	1906	Raleigh
352. Hamlin, V. C. (col.)	1915	Raleigh
353. Hancock, F. W.	1881	Oxford
354. Hand, J. K.	1906	N. Charlotte
355. Hanson, J. K.	1908	Wilmington
356. Hardee, A. K.	1905	Graham
357. Hardee, W. E.	1928	Durham
358. Hardin, J. H.	1881	Wilmington
359. Hardin, E. M.	1914	Wilmington
360. Hardin, E. B.	1924	Wilmington
361. Harget, D. A.	1891	Swansboro
362. Hargrave, W. W.	1881	Washington, D.C.
363. Harper, C. P.	1900	Selma
364. Harper, C. T.	1916	Zebulon
365. Harper, W. L.	1928	Mount Airy
366. Harris, J. C.	1924	Durham
367. Harrison, T. N., Jr.	1909	Littleton
368. Harrison, L. S.	1926	Weldon
369. Hart, J. A.	1906	High Point
370. Hart, L. W.	1899	Salisbury
371. Hart, G. W.	1909	Winston-Salem
372. Hart, R. L.	1910	So. Pines
373. Harville, R. O.	1908	Thomasville

374. Hatch, P. R.....	1917	Raleigh
375. Haupt, Edward.....	1925	Newton
376. Hawley, F. O., Jr.....	1903	Charlotte
377. Hayes, G. E.....	1916	Hickory
378. Hayley, W. E. (col.).....	1906	Goldsboro
379. Haymore, J. B.....	1913	Danville, Va.
380. Hays, F. B.....	1890	Oxford
381. Haywood, C. L.....	1894	Durham
382. Hedgpeth, R. A., Jr.....	1925	Lumberton
383. Henderson, G. E.....	1928	High Point
384. Henderson, A. J. (col.).....	1905	Winston-Salem
385. Herndon, C. N.....	1912	Greensboro
386. Herring, Doane.....	1884	Wilson
387. Herring, R. R.....	1907	Oxford
388. Herring, N. B.....	1917	Wilson
389. Hester, Fred.....	1916	Asheville
390. Hesterly, L. E.....	1910	Hendersonville
391. Hicks, H. T.....	1885	Raleigh
392. Hicks, H. L.....	1912	Rocky Mount
393. Hicks, J. F. F.....	1901	Goldsboro
394. Higgins, C. M.....	1887	Monroe
395. Hill, J. H.....	1888	Goldsboro
396. Hill, G. W.....	1906	Wilmington
397. Hilton, C. M.....	1908	Greensboro
398. Hobbs, Alden.....	1928	Kinston
399. Hocutt, D. D.....	1920	Henderson
400. Hodges, F. H.....	1925	Boone
401. Hoffman, J. F., Jr.....	1914	Gastonia
402. Hogan, A. L.....	1923	Kinston
403. Holding, T. E., Jr.....	1913	Wake Forest
404. Holland, H. O.....	1914	Apex
405. Holland, W. T.....	1905	Mount Holly
406. Holley, M. S. (col.).....	1928	Charlotte
407. Hollingsworth, Jos.....	1917	Mount Airy
408. Hood, J. C.....	1911	Kinston
409. Hood, W. D.....	1903	Smithfield
410. Hood, R. T.....	1916	Kinston
411. Hood, D. H.....	1891	Dunn
412. Hood, P. C.....	1913	Dunn
413. Hood, T. R.....	1881	Smithfield
414. Hood, H. C.....	1909	Smithfield
415. Hood, T. R.....	1925	Dunn
416. Hooper, F. L.....	1914	Sylva
417. Hord, J. C.....	1925	Cliffside
418. Horne, H. R.....	1881	Fayetteville
419. Horne, W. W.....	1900	Fayetteville
420. Horne, S. R.....	1902	Fayetteville
421. Horne, C. O'H.....	1909	Greenville
422. Horne, W. H.....	1907	Greenville
423. Horsley, H. T.....	1915	Bessemer City
424. Horton, R. W.....	1915	Monroe
425. Horton, J. P.....	1921	N. Wilkesboro
426. House, Joseph.....	1910	Beaufort
427. Howell, E. V.....	1892	Chapel Hill
428. Howerton, J. L.....	1908	Durham
429. Hoyle, M. H.....	1915	Coolerenee
430. Hudson, J. P.....	1926	Monroe
431. Hufham, Walter.....	1916	Morehead City
432. Hughes, J. R.....	1912	Madison
433. Hunter, J. B.....	1910	Charlotte
434. Hunter, B. W.....	1888	New Bern
435. Hunter, T. B.....	1897	Rockingham
436. Hutchins, J. A.....	1910	Winston-Salem

I

437. Ingle, R. H.....	1915	Charlotte
438. Ingram, L. M.....	1920	High Point

439. Iseley, G. A.....	1910	Raleigh
440. Isler, W. A. (col.).....	1914	N. Y. C., N. Y.
441. Isler, J. H. (col.).....	1928	Charlotte

J

442. Jackson, J. C.....	1928	Erwin
443. Jackson, Leonidas.....	1924	Erwin
444. Jacocks, F. G.....	1899	Elizabeth City
445. James, A. A.....	1909	Winston-Salem
446. James, S. T. (col.).....	1907	Durham
447. Jarman, J. F.....	1900	Wilmington
448. Jarrett, L. M.....	1910	Biltmore
449. Jenkins, J. V.....	1905	Asheville
450. Jenkins, L. W.....	1908	Greensboro
451. Jenkins, Sam.....	1928	Walstonburg
452. Jernigan, R. W.....	1914	Beaufort
453. Jetton, W. A.....	1905	Davidson
454. Johnson, G. P.....	1928	Laurinburg
455. Johnson, W. L.....	1924	Raleigh
456. Johnson, J. E., Jr.....	1924	Lumberton
457. Johnson, W. R.....	1920	Raleigh
458. Johnson, J. H.....	1917	N. Wilkesboro
459. Jones, H. E. (col.).....	1904	Asheville
460. Jones, G. T. (col.).....	1909	Raleigh
461. Jones, J. B.....	1910	Lexington
462. Jones, Alpheus.....	1911	Warrenton
463. Jones, J. H.....	1913	Haw River
464. Jones, M. L. (col.).....	1917	Charlotte
465. Jones, M. L. (col.).....	1917	Goldsboro
466. Jordan, D. L.....	1921	Raleigh
467. Justus, W. H.....	1887	Hendersonville

K

468. Kelly, G. C.....	1926	Durham
469. Kelly, J. R.....	1909	Greensboro
470. Kendall, B. H.....	1900	Shelby
471. Kendrick, T. W.....	1899	Charlotte
472. Kennedy, A. T. (col.).....	1915	Winston-Salem
473. Kerner, L. C.....	1902	Henderson
474. Kerr, James.....	1909	High Point
475. Kibler, R. E.....	1907	Morganton
476. King, H. L.....	1902	Durham
477. King, C. H.....	1904	Durham
478. King, J. R.....	1909	E. Durham
479. King, B. F.....	1928	Hickory
480. Kingsbury, W. R.....	1881	Wilmington
481. Kirby, G. S., Jr.....	1920	Marion
482. Kirby, J. H.....	1924	Princeton
483. Kirkman, P. E.....	1925	Winston-Salem
484. Kirksey, L. H.....	1916	Morganton
485. Knight, R. S., Jr.....	1924	St. Pauls
486. Koonce, J. E.....	1907	Chadbourn
487. Koonce, T. R.....	1915	Wilmington
488. Kunkle, A. B.....	1925	Conover
489. Kyser, P. B.....	1892	Rocky Mount
490. Kyser, E. V.....	1915	Chapel Hill

L

491. Lamm, L. M.....	1923	Mount Airy
492. Landquist, T. E.....	1889	Winston-Salem
493. Lane, W. A.....	1907	Tarboro
494. Langdon, R. E.....	1923	Raleigh
495. Lasley, M. I.....	1916	Winston-Salem
496. Lawing, K. L.....	1903	Lincolnton
497. Layden, E. H.....	1917	Lexington
498. Layton, C. C.....	1921	Sanford
499. Lazarus, Joseph.....	1928	Sanford

500. Lea, V. D.....	1920	Charlotte	565. McKay, D. McN.....	1895	Durham
501. Lea, L. J.....	1908	Aberdeen	566. McKay, H. H.....	1900	Gastonia
502. Leaister, T. O.....	1905	Raleigh	567. McKay, J. W.....	1914	Hazelwood
503. LeBoo, P. S. (col.).....	1903	Wilmington	568. McKay, Malcolm.....	1891	W. Durham
504. Lee, P. A.....	1903	Dunn	569. McKeel, C. B.....	1889	Columbia
505. LeGette, J. S.....	1928	St. Pauls	570. McKenzie, L. McK.....	1915	Lumberton
506. Leggett, W. A.....	1896	Edenton	571. McKesson, L. W.....	1902	Statesville
507. Leggett, P. O.....	1902	Southport	572. McKinney, W. M.....	1906	Greensboro
508. Le Mon, H. H. (col.).....	1925	High Point	573. McKnight, L. E.....	1909	Fayetteville
509. Lewis, H. W., M.D.....	1881	Jackson	574. McLarty, Eugene.....	1889	Haw River
510. Lewis, W. E.....	1907	Mount Olive	575. McLauchlin, D. A.....	1893	Charlotte
511. Lewis, H. R.....	1912	Asheville	576. McLeod, A. B.....	1928	Roanoke Rapids
512. Lewis, L. C.....	1928	Belmont	577. McManus, M. T. Y.....	1911	Winston-Salem
513. Liles, W. A.....	1917	W. Durham	578. McMillan, J. D., Jr.....	1904	Lumberton
514. Liner, J. A.....	1925	Henderson, Texas	579. McMillan, B. F., Jr.....	1915	Lumberton
515. Lisk, D. C.....	1909	Charlotte	580. McMinn, J. M.....	1881	Asheville
516. Lloyd T. P.....	1920	Chapel Hill	581. McMullan, F. H.....	1913	Old Fort
517. Loftin, J. U.....	1909	Albemarle	582. McNair, W. H.....	1892	Tarboro
518. Long, Roy.....	1914	Brevard	583. McNair, F. W. (col.).....	1906	Greensboro
519. Lord, C. A.....	1909	Asheville	584. McNair, W. R.....	1902	Henderson
520. Love, T. L. (col.).....	1905	Raleigh	585. McNeely, M. C.....	1916	Greensboro
521. Lowry, W. A.....	1919	Washington, D. C.	586. McNeely, R. P.....	1928	Okl. City, Okla.
522. Lunn, F. H.....	1912	Winston-Salem	587. McNeill, G. McK.....	1902	Rowland
523. Lutterloh, I. H., M.D.....	1891	Sanford	588. McNeil, G. R.....	1905	Va. Beach
524. Lutz, H. C.....	1907	Hickory	589. Mebane, W. M.....	1920	Asheville
525. Lyday, W. M., M.D.....	1895	Pentose	590. Melvin, P. J.....	1920	Roseboro
526. Lynn, R. M.....	1924	Gastonia	591. Melvin, M. B.....	1924	Raleigh
527. Lyon, R. P.....	1907	Wadesboro	592. Merritt, E. S.....	1885	Carrboro
528. Lyon, O. H.....	1912	Plymouth	593. Merritt, N. H.....	1915	Carrboro
529. Lyon, F. F.....	1914	Oxford	594. Miles, M. C.....	1917	Henderson
530. Lytch, J. E.....	1915	Lumberton	595. Miller, C. B.....	1890	Goldsboro
531. Lytle, W. H. (col.).....	1925	Gastonia	596. Miller, E. H.....	1898	Mooreville
M					
532. Mabry, C. S.....	1917	Hamlet	597. Miller, C. T.....	1905	Biltmore
533. Macon, A. B.....	1915	Pilot Mountain	598. Miller, C. M.....	1916	Rose Hill
534. Malone, C. E.....	1912	Salisbury	599. Millican, A. G.....	1916	Wilmington
535. Markham, G. W.....	1928	Greensboro	600. Mills, J. C.....	1921	Rutherfordton
536. Marley, F. H.....	1913	Lenoir	601. Mills, J. A.....	1915	Tabor
537. Marsh, M. L.....	1895	Concord	602. Mintz, M. B.....	1897	Southport
538. Marsh, N. F.....	1906	Greensboro	603. Missildine, E. E.....	1900	Tryon
539. Marston, R. H.....	1913	Kinston	604. Mitchell, H. G.....	1913	Hamlet
540. Martin, W. S.....	1901	Canton	605. Mitchell, C. P.....	1915	Burlington
541. Martin, S. L., Jr.....	1915	Leaksville	606. Mitchell, F. T.....	1926	Fairmont
542. Martin, B. M.....	1919	Baltimore, Md.	607. Mitchener, J. A.....	1897	Edenton
543. Martin, A. N.....	1920	Rosemary	608. Moir, A. L.....	1916	Fayetteville
544. Mathes, T. J.....	1912	Durham	609. Montague, G. W.....	1903	Durham
545. Matthews, G. E.....	1900	Fayetteville	610. Moore, M. A.....	1926	Macon
546. Matthews, W. F.....	1910	Randleman	611. Moore, T. J.....	1926	Wilson
547. Matthews, C. E., Jr.....	1917	Roanoke R'ds.	612. Moore, J. P.....	1911	Middlesex
548. Matthews, W. McD.....	1928	Wilson	613. Moore, A. R.....	1920	Wilson
549. Mattocks, A. M.....	1910	Wilmington	614. Moore, H. P.....	1928	Rockingham
550. Matton, G. A.....	1884	High Point	615. Moose, H. A.....	1928	Mount Pleasant
551. Mauney, W. McC.....	1925	Murphy	616. Moose, G. K.....	1914	Boone
552. May, T. H.....	1912	Pittsburgh, Pa.	617. Morgan, R. S.....	1908	Spruce Pine
553. Mayo, T. H.....	1881	Goldsboro	618. Morrisette, C. B.....	1914	Elizabeth City
554. McBane, J. O. D.....	1921	Greensboro	619. Morrison, M. S.....	1903	Wilson
555. McCraw, W. P.....	1906	Norfolk, Va.	620. Morrow, Norman.....	1909	Gastonia
556. McCrimmon, D. D.....	1926	Hemp	621. Morrow, W. E. (col.).....	1924	Greensboro
557. McCrummen, D. C.....	1925	Morganton	622. Morton, J. X.....	1909	Faison
558. McDaniel, W. A.....	1914	Enfield	623. Mullen, T. L.....	1916	Charlotte
559. McDonald, J. S.....	1908	Raleigh	624. Mullen, L. B.....	1912	Asheville
560. McDonald, A. H.....	1910	W. Durham	625. Munday, C. C.....	1913	Taylorsville
561. McDonald, W. R., Jr.....	1924	Spindale	626. Mundy, J. C.....	1921	China Grove
562. McDowell, N. O.....	1921	Scotland Neck	627. Murchison, E. E.....	1912	Goldsboro
563. McDuffie, R. A.....	1914	Greensboro	628. Murphey, L. W.....	1913	Rocky Mount
564. McGee, R. H.....	1928	Belton, S. C.	629. Murphy, J. C.....	1911	Charlotte
			630. Murphy, C. L.....	1917	Salisbury

N

631. Nance, J. S.....	1922	Charlotte
632. Nelson, W. G.....	1917	Washington, D. C.
633. Nelson, S. G.....	1926	Beaufort
634. Neville, Augustus, Jr.....	1928	Spring Hope
635. Newsom, H. C.....	1917	Mooreville
636. Nicholson, A. T.....	1904	Tarboro
637. Nicholson, M. A.....	1910	Troy
638. Niestlie, Wm.....	1886	Wilmington
639. Norman, J. S., M.D.....	1903	Hickory
640. Nottingham, G. S.....	1901	Norfolk, Va.
641. Nowell, Edwin.....	1906	Greensboro
642. Nowell, W. R.....	1910	Wendell
643. Nye, G. L.....	1919	Rockingham

O

644. Oakley, C. H.....	1928	Roxboro
645. O'Hanlon, E. W.....	1891	Winston-Salem
646. O'Neal, N. P.....	1926	High Point
647. Overman, H. S.....	1907	Elizabeth City

P

648. Page, B. F.....	1901	Raleigh
649. Palmer, R. W., M.D.....	1902	Gulf
650. Palmer, A. W.....	1924	Sanford
651. Parker, W. W.....	1889	Henderson
652. Parker, F. W.....	1892	Raleigh
653. Parker, R. S.....	1906	Murphy
654. Parker, W. W., Jr.....	1923	Henderson
655. Parker, R. H.....	1905	Durham
656. Patterson, Alvis.....	1902	Chapel Hill
657. Patterson, W. D.....	1901	Chapel Hill
658. Payne, H. E.....	1909	Wilmington
659. Payne, M. T.....	1905	Greensboro
660. Peacock, M. A.....	1909	Benson
661. Pearson, M.E.Dye (col.).....	1911	Durham
662. Peele, J. F.....	1905	LaGrange
663. Perry, W. M.....	1902	Elizabeth City
664. Perry, H. H. (col.).....	1894	Fayetteville
665. Perry, E. B.....	1901	Littleton
666. Perry, D. L. (col.).....	1912	Maxton
667. Person, T. E., M.D.....	1906	Stantonsburg
668. Peterson, S. S., M.D.....	1884	Gastonia
669. Petrea, F. S.....	1920	Greensboro
670. Phifer, B. R.....	1928	Monroe
671. Phillips, C. B.....	1910	Lincolnton
672. Phillips, M. B.....	1920	Norwood
673. Phillips, W. P.....	1926	Biscoe
674. Pickard, C. O.....	1912	Mebane
675. Pickelsimer, J. B.....	1906	Brevard
676. Pierce, M. E.....	1914	Charlotte
677. Pierce, J. S.....	1920	Rocky Mount
678. Pigott, D. S.....	1926	Greenville
679. Pike, J. W.....	1904	Concord
680. Pilkington, G. R.....	1897	Pittsboro
681. Pinnix, J. M.....	1904	Kernersville
682. Pinnix, W. M.....	1907	New Bern
683. Pleasants, F. R.....	1896	Louisburg
684. Plummer, James.....	1831	Salisbury
685. Polk, J. B.....	1910	Asheville
686. Poole, L. B.....	1924	Greensboro
687. Poole, H. L.....	1908	Winston-Salem
688. Porter, Clifford.....	1909	Black Mountain
689. Porter, C. D.....	1915	Concord
690. Porter, Ernest.....	1912	Concord
691. Powell, D. E.....	1909	Asheville
692. Powell, D. A.....	1896	Goldsboro

693. Powell, J. C.....	1915	Charlotte
694. Powers, L. B.....	1908	Raleigh
695. Prestan, W. D.....	1909	S. Norfolk, Va.
696. Price, S. H.....	1920	Mooreville
697. Pritchard, J. M.....	1918	Chapel Hill
698. Propst, G. C.....	1910	Sumter, S. C.
699. Pugh, E. S.....	1922	Windsor
700. Purcell, S. M.....	1900	Salisbury

Q

701. Quinn, F. D.....	1908	Shelby
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R

702. Raker, W. G.....	1926	Lexington
703. Ray, E. L.....	1916	Asheboro
704. Rayburn, H. L.....	1925	Hot Springs, Va.
705. Reaves, L. E.....	1897	Raeford
706. Reaves, E. L.....	1923	Asheboro
707. Redding, E. F.....	1905	Lucama
708. Rees, H. E.....	1924	Stanley
709. Reeves, Jefferson.....	1923	Waynesville
710. Reeves, M. H.....	1906	Waynesville
711. Reid, S. H.....	1916	Washington
712. Reinhardt, R. L.....	1910	Forest City
713. Reins, C. C.....	1912	Winston-Salem
714. Rhinehardt, C. B.....	1912	Asheville
715. Rhodes, Cader.....	1911	Raleigh
716. Rhyme, W. F.....	1909	Gastonia
717. Rice, L. D.....	1925	Winston-Salem
718. Richardson, J. D. (col.).....	1918	Salisbury
719. Ridenhour, D. G.....	1912	Mt. Gilead
720. Rimmer, E. F.....	1912	Charlotte
721. Rimmer, R. M.....	1921	Franklin
722. Ring, W. A.....	1895	High Point
723. Ring, C. A.....	1905	High Point
724. Ring, L. B.....	1904	Mount Olive
725. Ring, C. A., Jr.....	1928	High Point
726. Rives, H. L.....	1915	Bethel
727. Roberts, Herschel.....	1918	Weaversville
728. Robertson, E. G.....	1910	Bridgeport, Conn.
729. Robinsen, G. C.....	1906	Raleigh
730. Robinson, E. F.....	1926	Wilmington
731. Robinson, J. L.....	1907	Rutherfordton
732. Rogers, R. P.....	1912	Durham
733. Rogers, W. F.....	1912	Durham
734. Rose, I. W.....	1906	Rocky Mount
735. Rosemond, J. F.....	1918	Hillsboro
736. Rosenbaum, C. D.....	1915	Tarboro
737. Ross, H. C.....	1926	Winston-Salem
738. Roth, R. H.....	1905	Asheville
739. Roycroft, W. R.....	1925	Coats
740. Rudisill, J. S.....	1908	Forest City
741. Rush, G. W. C.....	1923	Charleston, W. Va.

S

742. Saintsing, J. E.....	1901	High Point
743. Salling, A. T.....	1910	Wilmington
744. Sally, W. M.....	1910	Asheville
745. Sample, W. A.....	1908	Statesville
746. Sanders, A. J.....	1912	McAdens'le
747. Sanders, T. F.....	1893	Clinton
748. Sandling, R. H.....	1917	Norfolk, Va.
749. Sanford, R. D.....	1916	Winston-Salem
750. Sapp, L. L., M.D.....	1898	Badin
751. Sauls, M. M.....	1903	Ayden
752. Schutt, T. C. H.....	1905	Wilmington
753. Scoggin, L. E.....	1905	Louisburg

754. Scroggs, F. H.....	1926	Franklin	820. Stratford, P. C.....	1916	Greensboro
755. Scruggs, B. P.....	1916	Rutherfordton	821. Strayhorn, W. F.....	1912	Durham
756. Seagle, F. M.....	1905	Charlotte	822. Streetman, J. W.....	1894	Marion
757. Seawell, C. C.....	1904	Greensboro	823. Streetman, T. L.....	1903	Winston-Salem
758. Secrest, A. McD.....	1907	Monroe	824. Suggs, R. B.....	1905	Belmont
759. Sedberry, H. S.....	1892	Fayetteville	825. Sullivan, L. S.....	1928	High Point
760. Sedberry, H. B.....	1904	Elizabeth City	826. Summey, K. N.....	1910	Mount Holly
761. Selden, J. S.....	1928	Tarboro	827. Summey, Ptolemy.....	1903	Dallas
762. Senter, P. L.....	1921	Raleigh	828. Summey, P. B.....	1917	Mount Holly
763. Sessoms, M. M.....	1914	Wilson	829. Suttle, J. A.....	1906	Shelby
764. Sewell, G. L.....	1926	Wilmington	830. Suttlemyre, P. J.....	1914	Hickory
765. Shade, I. A. (col.).....	1906	Wilson	831. Sutton, J. L.....	1914	Chapel Hill
766. Shaw, R. S.....	1917	Scotland Neck	832. Swaney, C. A.....	1924	Salisbury
767. Shell, J. E.....	1896	Lenoir	833. Swaringen, DeWitt C.....	1897	China Grove
768. Shell, C. C.....	1909	Waynesville	834. Swindell, E. S.....	1911	Durham
769. Shelton, C. F.....	1905	Chadbourn	835. Sykes, Eugene C.....	1900	Greensboro
770. Sheppard, J. W.....	1896	Charlotte	836. Sykes, R. J.....	1907	Greensboro
771. Shook, Eulon.....	1918	Hickory	T		
772. Shore, M. L.....	1902	Raleigh			
773. Shuford, L. D.....	1924	Kings Mountain	837. Talley, H. A.....	1905	Jonesboro
774. Singletary, F. B.....	1914	Greensboro	838. Tarkenton, E. L.....	1901	Wilson
775. Singletary, W. O.....	1901	Winston-Salem	839. Tart, D. W.....	1906	Roseboro
776. Sisk, C. T., M.D.....	1902	Bryson City	840. Tate, E. H.....	1925	Lenoir
777. Sisk, C. J.....	1924	Bryson City	841. Tatum, J. M.....	1928	Brevard
778. Siske, G. C.....	1922	Greensboro	842. Taylor, C. A.....	1908	Goldsboro
779. Sitison, J. A.....	1928	Mount Airy	843. Taylor, D. G.....	1910	Spray
780. Sloan, F. A.....	1909	Lincolnton	844. Taylor, W. P.....	1912	Roanoke Rapids
781. Sloop, L. L.....	1901	Cherryville	845. Taylor, J. C.....	1917	Knightdale
782. Sloop, M. B.....	1928	China Grove	846. Taylor, L. B.....	1928	Jackson
783. Smith, W. G.....	1889	Asheville	847. Temple, J. O.....	1909	Kinston
784. Smith, W. O.....	1912	Washington, D. C.	848. Templeton, G. S.....	1926	Mooreville
785. Smith, Mattie E.....	1925	Charlotte	849. Tennant, W. D., Jr.....	1926	Robbinsville
786. Smith, F. S.....	1892	Asheville	850. Thomas, W. G., Jr.....	1911	Varina
787. Smith, F. T.....	1887	Franklin	851. Thomas, C. R.....	1901	Thomasville
788. Smith, C. H.....	1899	Charlotte	852. Thomas, E. E.....	1913	Roxboro
789. Smith, T. L.....	1905	Rocky Mount	853. Thomas, E. R.....	1902	Erwin
790. Smith, C. N.....	1910	Washington, D. C.	854. Thompson, A. J.....	1902	Badin
791. Smith, Casper.....	1911	Wilson	855. Thompson, J. L.....	1925	Reidsville
792. Smith, T. E.....	1928	Goldsboro	856. Thompson, P. H.....	1924	Fairmont
793. Smith, Leon.....	1912	Kannapolis	857. Thompson, Nettie M. (col.).....	1928	Snow Hill
794. Smith, D. A.....	1924	Charlotte	858. Thornton, W. H.....	1914	Newton
795. Smith, W. W.....	1915	Greensboro	859. Thrower, H. E.....	1906	So. Pines
796. Snuggs, W. H.....	1903	Albemarle	860. Tilley, J. E.....	1923	Winston-Salem
797. Souders, F. B.....	1915	Fayetteville	861. Tingen, W. Z.....	1917	Charlotte
798. Southerland, Odell.....	1900	Charlotte	862. Toms, B. C.....	1911	Salisbury
799. Sowell, Sam.....	1924	Hamlet	863. Townsend, J. H.....	1910	Red Springs
800. Sparks, J. E.....	1926	Hertford	864. Trent, J. A.....	1913	Danville, Va.
801. Spencer, J. A.....	1911	Durham	865. Tripp, G. O.....	1923	Tarboro
802. Spoon, J. M., Jr.....	1926	Charlotte	866. Trotter, P. L.....	1902	Pilot Mountain
803. Spoon, K. B.....	1928	Charlotte	867. Trotter, J. R.....	1906	Salisbury
804. Stainback, T. E.....	1914	New Orleans, La.	868. Tucker, W. M.....	1899	High Point
805. Stallings, W. H.....	1912	Fayetteville	869. Tucker, R. H.....	1897	Reidsville
806. Stanback, T. M.....	1905	Spencer	870. Tugwell, J. B.....	1903	Lillington
807. Starcil, J. H.....	1912	Winston-Salem	871. Turlington, J. E.....	1915	Asheville
808. Steere, L. E.....	1881	Petersburg, Va.	872. Turner, W. D.....	1902	Elkin
809. Stephens, J. L. (col.).....	1915	Cleveland, Ohio	873. Turnmire, A. P.....	1921	Mount Airy
810. Stevenson, J. T.....	1917	Elizabeth City	U		
811. Stewart, J. M.....	1909	Seffner, Fla.			
812. Stewart, W. M.....	1903	Charlotte	874. Underwood, J. T.....	1914	Liberty
813. Stimson, J. H.....	1910	Statesville	875. Utley, H. S.....	1925	Benson
814. Stone, A. H.....	1902	Spray	V		
815. Stone, W. L.....	1922	Franklinton			
816. Stowe, J. P.....	1893	Charlotte	876. Vinson, E. L.....	1908	Halifax
817. Stowe, L. H.....	1908	Charlotte	877. Vinson, J. T.....	1914	Goldsboro
818. Stowe, H. R.....	1910	Charlotte	W		
819. Stowe, C. D.....	1917	Asheville			
			878. Walker, A. DuV.....	1925	Wilmington
			879. Walker, H. W.....	1923	Norlina

880. Walker, Irving.....	1920	Reidsville
881. Walker, B. W.....	1917	Rocky Mount
882. Walker, T. A.....	1900	Charlotte
883. Walker, Lewis.....	1890	Milton
884. Wallace, A. C.....	1924	Star
885. Walton, R. C.....	1916	Raleigh
886. Walton, G. B.....	1909	East Flat Rock
887. Ward, E. H.....	1914	Tarboro
888. Ward, W. A.....	1924	Swannanoa
889. Warlick, E. S., M.D.....	1889	Mars Hill
890. Warren, L. A.....	1917	Garland
891. Warren, B. S.....	1908	Greenville
892. Warren, J. C.....	1915	Dunn
893. Warren, B. C.....	1926	Raleigh
894. Wartman, C. J.....	1928	Keysville, Va.
895. Waters, G. W., Jr.....	1910	Goldsboro
896. Watkins, W. O.....	1905	Rutherfordton
897. Watkins, Mrs. T. T.....	1920	Fort Pierce, Fla.
898. Watson, H. P., Sr.....	1881	Winston-Salem
899. Watson, H. P., Jr.....	1912	Winston-Salem
900. Watson, D. I., M.D.....	1887	Southport
901. Wearn, W. H.....	1884	Charlotte
902. Weatherly, A. E.....	1916	Greensboro
903. Webb, Paul.....	1898	Shelby
904. Webb, C. I.....	1903	Charlotte
905. Webb, R. K.....	1910	Hickory
906. Webb, E. L.....	1907	Thomasville
907. Webb, J. S.....	1904	Wadesboro
908. Welborne, W. F.....	1902	Lexington
909. Welfare, S. E.....	1905	Winston-Salem
910. Wessells, N. E.....	1924	Washington, D. C.
911. West, J. F.....	1915	Belmont
912. West, W. L.....	1925	Roseboro
913. Westbrook, A. P.....	1923	Rocky Mount
914. Wharton, L. A.....	1909	Gibsonville
915. Wheeler, L. B.....	1885	Asheville
916. Wheeler, C. R.....	1919	Winston-Salem
917. Wheless, J. M.....	1901	Farmville
918. Wheless, R. E. L.....	1911	Warsaw
919. White, C. B.....	1928	Henderson
920. White, D. F.....	1928	Mebane
921. White, J. A.....	1900	Mooreville
922. White, H. G.....	1903	Elm City
923. White, F. L.....	1905	Mebane
924. White, W. R.....	1910	Warrenton
925. White, G. S.....	1910	Lexington
926. White, John Albert.....	1922	Jonesboro
927. White, E. S.....	1921	Burlington
928. White, J. E.....	1913	Raleigh
929. White, Luther.....	1914	Wilmington
930. White, J. I.....	1917	Burlington
931. White, J. J.....	1928	Henderson
932. Whitehead, C. R.....	1924	Ramseur
933. Whitehead, J. D., Jr.....	1912	Enfield
934. Whitfield, W. C., M.D.....	1881	Grifton
935. Whitley, J. R.....	1916	Fremont
936. Wiggins, W. W.....	1916	Raleigh
937. Wilkins, W. R.....	1904	Charlotte
938. Williams, M. P.....	1902	Charlotte
939. Williams, S. W.....	1898	Raleigh
940. Williams R. I.....	1881	Raleigh
941. Williams, A. H. A.....	1910	Oxford
942. Williams, M. V. B.....	1916	Winston-Salem
943. Williams, J. C.....	1921	Gastonia
944. Williams, H. C.....	1912	Concord
945. Williamson, C. M.....	1926	Charlotte

946. Williamson, J. W.....	1921	Mooreville
947. Willis, Beatrice Averitt.....	1922	Raleigh
948. Willis, R. M.....	1922	Southport
949. Williston, J. T. (col.).....	1902	Fayetteville
950. Wilson, T. V.....	1924	Hendersonville
951. Wilson, T. H.....	1909	Thomasville
952. Wilson, C. H.....	1910	Lakeland, Fla.
953. Wilson, W. B.....	1912	Hendersonville
954. Wilson, L. R.....	1916	Lowell
955. Wilson, G. S.....	1921	Belmont
956. Wimberley, R. E. (col.).....	1920	Henderson
957. Winders, H. M.....	1925	Farmville
958. Wohlford, H. W.....	1910	Charlotte
959. Wolfe, Drayton.....	1905	Lincolnton
960. Wolfe, J. C.....	1905	Hickory
961. Wolfe, W. S.....	1913	Mount Airy
962. Wolfe, D. Houston.....	1915	Charlotte
963. Womble, D. J.....	1924	Durham
964. Wood, E. H.....	1905	New Bern
965. Woodard, E. V.....	1914	Selma
966. Woolard, E. W.....	1915	Henderson
967. Wooten, G. R.....	1896	Hickory
968. Wooten, I. W. (col.).....	1924	Washington, D. C.
969. Wooten, J. W. F.....	1926	Durham
970. Worthington, E. C.....	1917	Washington
971. Worthy, F. S.....	1905	Washington
972. Wrenn, S. M.....	1923	Charleston, S. C.
973. Wright, G. F.....	1908	Elizabeth City
974. Wriake, W. C.....	1921	Graham

Y

975. Yancey, L. A. (col.).....	1908	Charlotte
976. Yancey, D. C. (col.).....	1906	Wilson
977. Yates, C. L.....	1909	Charlotte
978. Yoder, C. R.....	1903	Newton
979. Young, John.....	1898	Greensboro

Z

980. Zoeller, E. V.....	1881	Tarboro
981. Zuckerman, I. L.....	1910	Durham

Pharmacists Registered By Reciprocity

A

982. Ackerman, H. A.....	1925	Winston-Salem
From South Carolina		
983. Ackerman, R. N.....	1927	Mount Airy
From South Carolina		
984. Adair, W. H.....	1924	Baltimore, Md.
From Alabama		
985. Alston, M. J. (col.).....	1923	New Bern
From Tennessee		
986. Andes, G. E.....	1928	Charlotte
From Virginia		
987. Armstrong, W. E.....	1929	Petersburg, Va.
From Virginia		
988. Artice, A. R. (col.).....	1928	Elizabeth City
From Pennsylvania		
989. Avera, J. R.....	1927	West Asheville
From Georgia		

B

990. Bisette, P. B.....	1923	Wilson
From Virginia		
991. Black, O. R.....	1927	Bessemer City
From Arizona		
992. Blackman, B. L.....	1925	East Spencer
From South Carolina		

993. Bolinger, C. E.....1927 Asheville
From Georgia
994. Bond, V. D.....1926 Asheville
From Colorado
995. Brakebill, R. L.....1928 Sylva
From Tennessee
996. Bridges, E. B.....1919 Marion, S. C.
From South Carolina
997. Brooks, J. W.....1927 Tryon
From Georgia
998. Burrus, S. B.....1923 Asheville
From Georgia
- C
999. Cagle, C. V.....1924 Greensboro
From Georgia
1000. Cain, C. M.....1929 Henrietta
From South Carolina
1001. Cain, H. E.....1929 Winston-Salem
From South Carolina
1002. Caldwell, P. L.....1925 Winston-Salem
From Georgia
1003. Callahan, E. F.....1919 West Durham
From South Carolina
1004. Caroters, T. R.....1926 Gastonia
From South Carolina
1005. Claverie, J. S.....1918 Asheville
From Louisiana
1006. Cole, T. B.....1924 Pinehurst
From Georgia
1007. Comar, W. A.....1928 Asheville
From South Carolina
1008. Cook, D. B.....1919 Weldon
From Tennessee
1009. Cousin, W. G.....1924 Charlotte
From Pennsylvania
1010. Cowan, G. A.....1929 Greenville, S. C.
From South Carolina
1011. Cox, R. O.....1923 Detroit, Mich.
From Michigan
1012. Crabtree, W. A.....1923 Sanford
From Georgia
1013. Crenshaw, J. L.....1925 Birmingham, Ala.
From Alabama
1014. Crow, C. H.....1927 Fairforest, S. C.
From South Carolina
1015. Culp, Wm. W.....1928 Lockhart, S. C.
From South Carolina
1016. Cunningham, W. E.....1927 Pinehurst
From Massachusetts
- D
1017. Darlington, J. M.....1922 Winston-Salem
From Virginia
1018. Davenport, G. R. (col.)1925 Asheville
From District of Columbia
1019. Dawson, R. S.....1927 Asheville
From Ohio
1020. Dennis, C. M.....1928 Shelby
From South Carolina
1021. Derrick, C. L.....1928 Charlotte
From Georgia
1022. Driggers, Earle.....1927 Winston-Salem
From Georgia
- E
1023. Ellington, G. R.....1922 Reidsville
From Virginia
1024. Evans, W. B.....1923 Mount Airy
From Texas
- F
1025. Fater, D. H.....1926 Asheville
From Connecticut
1026. Feagin, E. I.....1923 Hendersonville
From Alabama
1027. Fearrington, T. B.....1924 Asheville
From Mississippi
1028. Fleming, J. M.....1923 Waxhaw
From South Carolina
(Re-reg.)
1029. Fulmer, V. R.....1923 Robersonville
(Re-reg.)
From South Carolina
- G
1030. Gilbert, W. B.....1921 Tennville, Ga.
From Georgia
1031. Glenn, A. L.....1922 Charlotte
From Alabama
1032. Glover, E. C., Jr.....1927 Lawrenceville, Va.
From South Carolina
1033. Gooden, D. T.....1926 Richmond, Va.
From Virginia
1034. Gore, C. S.....1927 Asheville
From Georgia
1035. Gray, R. A.....1921 Asheville
From Georgia
1036. Griffin, Octavus.....1926 Rosemary
From Virginia
1037. Grigg, H. B. (col.).....1921 Monroe
(Re-reg.)
From Virginia
1038. Grinstead, C. P.....1929 Statesville
From West Virginia
1039. Gunter, C. N.....1926 Durham
From Georgia
- H
1040. Hall, W. P., Jr.....1921 Forest City
From Virginia
1041. Ham, T. J., Jr.....1922 Yanceyville
From Virginia
1042. Hamlet, J. T. (col.).....1922 Raleigh
From West Virginia
1043. Hardwick, St. J. H.....1923 Wake Forest
From South Carolina
1044. Henderson, C. W.....1923 Durham
From Virginia
1045. Heriott, H. G.....1928 Canton
From South Carolina
1046. Holland, R. F.....1919 Charlotte
From Georgia
1047. Holroyd, R. McT.....1927 Whiteville
From West Virginia
1048. Hough, J. T.....1923 Charlotte
From South Carolina
1049. Howard, E. W.....1926 Kenly
From Georgia
1050. Hunt, W. S.....1919 Oxford
From Virginia
1051. Hurdle, O. L.....1928 Aulander
From Virginia
1052. Hutchinson, J. M.....1922 Charlotte
From South Carolina

I

1053. Irvin, O. L.....1924 Concord
From Georgia

J

1054. Jenkins, C. M.....1925 Old Fort
From Georgia

1055. Jetton, R. M.....1918 Comer, Ga.
From Georgia

1056. Johnson, R. J.....1924 Asheville
From South Carolina

1057. Johnson, L. O.....1926 Charlotte
From South Carolina

1058. Joiner, L. B.....1920 High Point
From South Carolina

1059. Joiner, A. E.....1923 High Point
From Georgia

1060. Jones, J. L.....1922 Canton
From Georgia

1061. Jones, Dolan.....1925 Monroe
From Georgia

K

1062. Kimball, C. V.....1919 Greensboro
From District of Columbia

1063. King, W. H. (col.).....1919 Winston-Salem
From South Carolina

1064. Kirby, J. H.....1929 Atlanta, Ga.
From Georgia

1065. Kirkpatrick, G. L.....1927 Black Mountain
From South Carolina

L

1066. Lamar, W. L., Jr.....1923 Albenmarle
From Alabama

1067. Laney, W. D.....1925 Richmond, Va.
From Missouri

1068. Lester, H. L.....1928 Lynchburg, Va.
From Virginia

1069. Lewis, W. F.....1925 Augusta, Ga.
From Virginia

1070. Lewis, Mozella E. (col.).....1928 Washington, D.C.
From Alabama

1071. Lowrance, C. L.....1925 Asheville
From South Carolina

M

1072. Matthews, G. W.....1920 Asheville
From South Carolina

1073. McBride, T. L.....1919 Marshville
From Pennsylvania

1074. McKinney, C. D.....1928 Timmons ville, S.C.
From South Carolina

1075. Medford, De V. K.....1926 Clyde
From Oklahoma

1076. Meroney, F. P.....1928 Murphy
From Tennessee

1077. Merriman, W. D.....1928 Charlotte
From South Carolina

1078. Miller, A. J.....1925 Three Rivers, Mich.
From Michigan

1079. Mills, R. S., Jr.....1921 Danville, Va.
From Tennessee

1080. Mooneyham, A. O.....1919 Asheville
From Alabama

1081. Mooneyham, O. J.....1928 Henrietta
From Georgia

1082. Moose, W. L.....1926 Mount Pleasant
From Maryland

1083. Moore, A. L.....1927 Troutman
From Georgia

1084. Moore, Harry.....1928 Kings Mountain
From South Carolina

1085. Morriss, W. H.....1927 Roxboro
From Virginia

1086. Morrow, C. T., Jr.....1919 Petersburg, Va.
From Virginia

N

1087. Newman, Mrs. G. McK.....1928 Andrews
From Georgia

1088. Norman, J. P.....1924 Yadkinville
From Virginia

O

1089. O'Brien, J. I.....1918 Pinehurst
From Massachusetts

P

1090. Pattie, D. D.....1928 Columbus
From Michigan

1091. Pence, L. N.....1919 South Boston, Va.
From Virginia

1092. Philpot, L. W.....1928 Asheville
From South Carolina

1093. Pittman, E. J.....1919 Elm City
From Georgia

1094. Prince, R. M.....1929 Charlotte
From South Carolina

R

1095. Ray, C. W.....1924 West Jefferson
From Virginia

1096. Reedy, W. C.....1922 Henderson
From South Carolina

1097. Rigby, J. N.....1928 Greensboro
From South Carolina

1098. Rhyne, C. L.....1922 Statesville
From Georgia

1099. Rivers, T. E.....1928 Shelby
From South Carolina

S

1100. Sappenfield, J. A.....1924 Kannapolis
From Georgia

1101. Saunders, L. S.....1926 Wilmington
From Virginia

1102. Savage, Robert.....1928 Penbroke
From Maryland

1103. Sawyer, R. B.....1925 Charlotte
From Colorado

1104. Schafhausen, J. J.....1920 Asheville
From Kentucky

1105. Scruggs, R. G.....1919 Asheville
From Georgia

1106. Sheider, G. A.....1918 W. Asheville
From Georgia

1107. Sherard, J. F.....1920 Hendersonville
From South Carolina

1108. Simpson, L. B.....1927 Charlotte
From South Carolina

1109. Sloan, R. R.....1927 Stony Point
From Virginia

1110. Smith, J. M.....1925 Asheville
From Wisconsin

1111. Smith, J. P. F.....1923 Jackson Springs
From South Carolina

1112. Smith, V. F.1929 Asheville
From Missouri
1113. Smith, R. A. (col.)....1926 Asheville
(Re-reg.)
From District of Columbia
1114. Snypes, C. L.1923 Sanford
From Georgia
1115. Spriggle, J. B.1929 Draper
From South Carolina
1116. Stacy, L. B.1928 Gastonia
From Georgia
1117. Summerlin, A. R.1925 Laurinburg
From South Carolina
1118. Sinclair, E. G.1920 Raleigh
From Virginia
1119. Sumner, Preston.....1926 East Point, Ga.
From Virginia
1120. Sutton, J. F.1929 Gaffney, S. C.
From South Carolina

T

1121. Thomas, C. L.1929 Waxhaw
From South Carolina
1122. Thompson, J. V.1924 East Flat Rock
From South Carolina
1123. Threatt, J. B.1922 Durham
(Re-reg.)
From Georgia
1124. Tolson, J. G., Jr.1927 Liberty
From South Carolina
1125. Toms, E. R.1919 Wilmington
From Georgia

U

1126. Underhill, J. A.1928 Wendell
From South Carolina

V

1127. Vaughan, A. M.1926 Petersburg, Va.
From Missouri

W

1128. Walters, J. E.1928 Cheraw, S. C.
From South Carolina
1129. Walton, J. C.1926 Marshall
(Re-reg.)
From South Carolina
1130. Watkins, F. D.1925 Belmont
From South Carolina
1131. White, H. W.1925 Fayetteville
From South Carolina
1132. White, W. G.1924 Charlotte
From South Carolina
1133. White, L. L.1920 Morven
From Georgia
1134. Williston, F. D. (col.)..1927 Fayetteville
From Tennessee
1135. Wilson, C. A.1922 Monroe
From Virginia
1136. Wilson, E. C.1919 Burlington
From Virginia
1137. Woodward, C. T.1925 Charlotte
From South Carolina

Y

1138. Yongue, J. D.1927 Pickens, S. C.
From South Carolina
1139. Youngblood, L. S.1919 Morven
From Georgia

Registered Assistant Pharmacists

2. Browning, A. C.1926 Greensboro
5. Hughes, M. A.1926 Edenton
6. Johnson, W. S.1929 Rocky Mount
7. McConnell, Miss Ethel....1926 Newton
8. Musgrave, W. M.1924 Catawba
9. Usher, J. T.1926 Rocky Mount
12. Maus, F. B.1928 Greensboro
13. Millaway, E. D.1928 Liberty
14. Branch, B. C.1928 Rocky Mount

List of Registered Practicing Physicians

LIVING IN TOWNS OF NOT MORE THAN 500 INHABITANTS, TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED.

1. Cook, L. H.
Rich Square,Northampton County
2. Thompson, H. P. P.
Highlands,Macon County
3. Griffin, E. M.
King,Stokes County
4. Martin, J. H.
Red Oak,Nash County
5. Lackey, F. H.
Fallston,Cleveland County
7. Garriss, F. H.
Lewiston,Bertie County
10. Lovitt, W. D.
Newland,Avery County
11. Smith, A. J.
Black Creek,Wilson County
12. Burnett, I. E.
Mars Hill,Madison County
13. Shellum, O. W.
Denver,Lincoln County
14. Cox, B. T.
Winterville,Pitt County
15. Wood, J. W.
Boiling Springs,Cleveland County
16. Hackler, R. H.
Walnut Cove,Stokes County
17. Rogers, R. G.
Cerro Gordo,Columbus County
18. Hutchinson, S. S.
Bladenboro,Bladen County
19. Baker, W. E.
Arden,Buncombe County
20. Tice, W. T.
Peachland,Anson County
22. Royal, D. M.
Salemberg,Sampson County
23. Flynt, S. S.
Rural Hall,Forsyth County
24. Salley, E. McQueen
Saluda,Polk County
25. May, M. J.
Hayesville,Clay County
26. Sossomon, J. C.
Midland,Cabarrus County
27. Reid, T. N.
Matthews,Mecklenburg County
28. Burt, B. W.
Holly Springs,Wake County

29. Gordon, J. R.
Jamestown,Guilford County
30. Stone, G. E.
Pikeville,Wayne County
31. Person, E. C.
Kings,Stokes County
32. McDade, B. B.
Corbitt,Caswell County
33. Weaver, W. J.
Leicester,Buncombe County
34. Lubchenko, N. E.
Harrisburg,Cabarrus County
35. Shaw, W. G.
Wagram,Scotland County
36. Peterson, C. A.
Spruce Pine,Mitchell County
37. Floyd, L. D.
Cerro Gordo,Columbus County
38. Vaughan, J. C.
Rich Square,Northampton County
40. Parker, J. W., Jr.
Seaboard,Northampton County
41. Watson, Leon
Broadway,Lee County
42. Smith, Paul
Pikeville,Wayne County
43. Potts, F. L.
Vanceboro,Craven County
44. Hinnant, Wilford
Micro,Johnston County
45. Johnson, J. L.
Bonlee,Chatham County
46. Bell, J. C.
Mayesville,Jones County
47. Stone, W. M.
Dobson,Surry County
48. Thompson, Joseph
Creedmoor,Granville County
49. Phillips, J. W.
Ronda,Wilkes County
52. Elliott, G. D.
Fair Bluff,Columbus County
53. Robertson, W. B.
Burnsville,Yancey County
54. Melvin, W. C.
Linden,Cumberland County
55. Byrd, W. C.
Morrisville,Wake County
56. Lee, L. V.
Lattimore,Cleveland County
57. Bridger, D. H.
Bladenboro,Bladen County
58. Rosser, R. G.
Vass,Moore County
59. Coleman, J. I.
Hurdle Mills,Person County
61. Perry, A. H.
Wood,Franklin County
62. Purdy, J. J.
Oriental,Pamlico County
63. Pearson, H. O.
Pinetops,Edgecombe County
64. Sloop, E. H.
Newland,Avery County
65. Denton, A. L.
Castalia,Nash County
67. Chapin, W. B.
Moncure,Chatham County
68. Beard, G. C.
Atkinson,Pender County
69. Bennett, E. C.
Eliaethtown,Bladen County
70. Hickman, M. T.
Hudson,Caldwell County
71. Currie, D. S.
Parkton,Robeson County
72. Sumner, F. W.
Fletcher,Henderson County
73. Long, E. M.
Hamilton,Martin County
74. Beasley, E. B.
Fountain,Pitt County
75. Smith, C. E.
Bakersville,Mitchell County
76. Lacy, T. A.
Cameron,Moore County
77. Brantley, C. H.
Bailey,Nash County
78. Wilkes, M. B.
Laurel Hill,Scotland County
80. Goley, W. R.
Shallotte,Brunswick County
81. Caddell, G. C.
Hoffman,Richmond County
82. McMillan, J. M.
Candor,Montgomery County
83. Carroll, F. W.
Hookerton,Greene County
84. Howell, W. L.
Ellerbe,Richmond County
85. Bryce, J. M.
Polkton,Anson County
86. Duquid, J. A.
Vanceboro,Craven County
87. Bonner, J. B.
Aurora,Beaufort County
88. Johnson, B. C.
Bunn,Franklin County
90. Brown, C. E.
Faith,Rowan County
91. Harris, C. F.
Ansonville,Anson County
92. Wilkerson, J. B.
Rosman,Transylvania County
93. Wyatt, J. L.
Lilesville,Anson County
94. Bradshaw, T. G.
Sins,Wilson County
95. Barker, Y. M.
Macesfield,Edgecombe County
96. Floyd, L. D.
Fair Bluff,Columbus County
97. McDonald, A. A.
Jackson Springs,Moore County
98. Chalmers, H. C.
Stem,Granville County
99. Long, F. Y.
Catawba,Catawba County

List of Drug Stores

Revised June 1st, 1929

<i>Aberdeen</i>	<i>Moore County</i>	<i>Aurora</i>	<i>Beaufort County</i>
2. Fox Drug Company		49. Windley Drug Store	
3. Bryan Drug Company, Inc.		<i>Autryville</i>	<i>Sampson County</i>
<i>Ahoskie</i>	<i>Hertford County</i>	50. T. C. Bullock	
4. Copeland Drug Company		<i>Ayden</i>	<i>Pitt County</i>
856. Wynn Bros. Drug Company (col.)		51. Edwards Pharmacy	
<i>Albemarle</i>	<i>Stanley County</i>	52. M. M. Sauls	
6. Hall's Pharmacy		<i>Badin</i>	<i>Stanley County</i>
7. Loftin's Drug Store		53. Badin Drug Company, Inc.	
8. C. J. Mauney Company		54. Sapp Drug Company	
9. Snuggs Drug Company		<i>Bailey</i>	<i>Nash County</i>
853. Hamer-Horau Drug Company, Inc.		55. Boykin Drug Company, Inc.	
<i>Andrews</i>	<i>Cherokee County</i>	<i>Bakersville</i>	<i>Mitchell County</i>
10. Davis' Pharmacy		56. City Drug Company	
<i>Angier</i>	<i>Harnett County</i>	<i>Balfour</i>	<i>Henderson County</i>
11. Young Brothers Drug Company		57. Wilson Drug Company, No. 2	
<i>Ansonville</i>	<i>Anson County</i>	<i>Beaufort</i>	<i>Carteret County</i>
12. Ross Drug Company		58. Beaufort Drug Company	
<i>Apex</i>	<i>Wake County</i>	59. F. R. Bell, Druggist	
13. A. V. Baucom Pharmacy		60. George Davis, M.D., Pharmacist	
14. H. O. Holland, Druggist		61. Joseph House, Druggist	
<i>Arden</i>	<i>Runcombe County</i>	<i>Belhaven</i>	<i>Beaufort County</i>
15. Arden Drug Store		62. T. R. Gibbs Pharmacy	
<i>Asheboro</i>	<i>Randolph County</i>	<i>Belmont</i>	<i>Gaston County</i>
16. Asheboro Drug Company		63. Belmont Drug Company	
17. Reaves Pharmacy		64. Cox Drug Company	
18. Standard Drug Company		65. East Belmont Drug Store	
<i>Asheville</i>	<i>Buncombe County</i>	66. Stowe Drug Company	
19. Aiken and Hester		<i>Benson</i>	<i>Johnston County</i>
20. Asheville Pharmacy and Laboratory Co.		67. Benson Drug Company, Inc.	
21. Carmichael's Pharmacy		68. Peacock Drug Company	
22. Charlotte Street Pharmacy, Inc.		69. Sherrill Drug Company	
23. Claverie's Pharmacy		<i>Bessemer</i>	<i>Guilford County</i>
25. Davis Drug Store		70. Bessemer Pharmacy	
27. Eckerd's of Asheville, N. C., Inc.		<i>Bessemer City</i>	<i>Gaston County</i>
28. Finley's Depot Drug Store		71. Central Drug Store	
29. Goode's Drug Store		72. Horsley Drug Company, Inc.	
31. Grant's Pharmacy		<i>Bethel</i>	<i>Pitt County</i>
32. Grove Park Pharmacy		73. H. L. Rives Drug Company	
33. Haywood Street Pharmacy		74. Matinee Drug Company	
34. Johnson Drug Company		<i>Biltmore</i>	<i>Buncombe County</i>
35. Liggett's Drug Store, No. 762		75. Aiken's Pharmacy	
37. McMinn Drug Store		76. Biltmore Drug Store	
38. Merrimon Avenue Pharmacy		77. Miller's Drug Store	
39. Mooneyham's Drug Store		869. Oakley Pharmacy	
40. Mullen's Pharmacy		<i>Biscoe</i>	<i>Montgomery County</i>
41. People's Drug Store		78. Biscoe Drug Company	
42. Scrugg's Drug Store, Inc.		<i>Black Creek</i>	<i>Wilson County</i>
44. Louis K. Liggett Co. Store, No. 679.		79. Rice Drug Company	
45. Liggett's Drug Store, No. 770		<i>Black Mountain</i>	<i>Buncombe County</i>
46. Y. M. I. Drug Store (col.)		80. Black Mountain Drug Company, Inc.	
888. Beaver Lake Pharmacy		81. Dinwiddie's Drug Store	
<i>Arondale</i>	<i>Rutherford County</i>	82. Jumper's Pharmacy	
869. Mooneyham Drug Company		<i>Bladenboro</i>	<i>Bladen County</i>
<i>Atkinson</i>	<i>Pender County</i>	83. Bridger Drug Store	
47. Atkinson Drug Company		84. Hutchinson's Pharmacy, Inc.	
<i>Aulander</i>	<i>Bertie County</i>	<i>Boiling Springs</i>	<i>Cleveland County</i>
48. Aulander Pharmacy, Inc.		85. Dr. J. W. Wood	
		<i>Boone</i>	<i>Watauga County</i>
		87. Boone Drug Company	
		88. Hodges Drug Company	

- Brevard* *Transylvania County*
 89. Brevard Pharmacy
 90. Davis-Long Drug Company
 91. S. M. Macfie Drug Company
- Broadway* *Lee County*
 92. Broadway Drug Company
- Bryson City* *Swain County*
 93. Bryson City Drug Company
 94. Sisk Drug Store
- Bunn* *Franklin County*
 96. Bunn Drug Company
- Burgaw* *Pender County*
 97. Dees Drug Store
- Burlington* *Alamance County*
 98. Acme Drug Company, Inc.
 99. Burlington Drug Company, Inc.
 100. City Drug Company
 101. Davis St. Pharmacy, Inc.
 102. East End Drug Store
 103. Freeman Drug Company
 104. Heritage-Wilson Drug Company
 855. E. S. White Pharmacy
 880. Wooten Drug Company, inc. (col.)
- Burnsville* *Yancey County*
 165. Robertson Brothers, Druggists
- Blowing Rock* *Watauga County*
 106. Ballew's Mayview Pharmacy
- Cameron* *Moore County*
 107. McKeithan Drug Company
- Candor* *Montgomery County*
 108. Candor Drug Company
- Canton* *Haywood County*
 109. Canton Drug Store
 110. Martin's Drug Store
 884. Davis Pharmacy
- Carrboro* *Orange County*
 111. E. E. Merritt
- Carthage* *Moore County*
 112. Shield's Drug Company
- Cary* *Wake County*
 113. Adams Drug Company
- Castalia* *Nash County*
 114. Castalia Drug Company
- Catawba* *Catawba County*
 115. Catawba Drug Company
- Cerro Gordo* *Columbus County*
 865. Cerro Gordo Drug Store
- Chadbourne* *Columbus County*
 116. Chadhourn Drug Company, Inc.
 117. John E. Kocnee Drug Company
- Chapel Hill* *Orange County*
 118. Eubanks Drug Company
 119. Patterson Brothers
 120. Sutton and Alderman
- Charlotte* *Mecklenburg County*
 121. Belmont Pharmacy
 122. Blair Bros. and Company
 123. John S. Blake Drug Store
 124. Carolina Cut Rate Drug Store, Inc.
 125. Carolina Pharmacy
 126. Charlotte Drug Company
127. Eckerd's of Charlotte, N. C., Inc.
 129. Elizabeth Drug Company
 130. Five Points Drug Company
 131. Hazel Drug Company
 132. Holland's Pharmacy
 133. Hoskin's Drug Company
 134. Independence Drug Store
 135. Johnson Drug Company
 136. Louis K. Liggett Company
 137. Mullen's Pharmacy
 138. Myers Park Pharmacy
 139. People's Drug Store
 140. Perry Drug Store
 141. Plaza Drug Company
 142. Reese-Stowe Company
 143. E. F. Rimmer Drug Company
 144. Sheppard Drug Company, Inc.
 145. Sterling Drug Company
 146. Stonewall Pharmacy
 147. James P. Stowe and Company
 148. Taylor and Summey (Druggists Inc.)
 149. Tingen-Summey Drug Company
 150. Tryon Drug Company, Inc.
 151. Tryon Drug Company, No. 2
 152. T. A. Walker, Druggist
 153. Yates Pharmacy
 154. Yancey's Drug Store (col.)
 867. Bradsher and Bradsher, Inc.
 881. Spoon's Pharmacy
 896. Dilworth Drug Store
- Cherryville* *Gaston County*
 155. Allen Drug Company
 837. Beam Drug Company
- China Grove* *Rowan County*
 156. Phillips Drug Company
 157. Sloop Drug Company
- Clayton* *Johnston County*
 158. Beddingfield Brothers
 159. Clayton Pharmacy
- Cliffside* *Rutherford County*
 160. Cliffside Mills Drug Store
- Clinton* *Sampson County*
 161. Butler's Pharmacy
 162. Sanders Drug Company
 838. Moseley-Chestnutt
- Clyde* *Haywood County*
 163. Clyde Pharmacy
- Coats* *Harnett County*
 164. Wiggins Drug Company
- Columbia* *Tyrrell County*
 165. Columbia Drug Company
 167. Swain-Knight Drug Company
- Columbus* *Polk County*
 168. D. D. Pattie
- Concord* *Cabarrus County*
 169. Cabarrus Drug Company
 170. Cline's Pharmacy
 171. Gibson's, Inc.
 172. Pearl Drug Company, Inc.
 173. Porter Drug Company
- Conover* *Catawba County*
 174. Conover Drug Company

- Cooleemee* *Davie County* 219. Leggett and Davis, Inc.
175. Cooleemee Drug Company *Elizabeth City* *Pasquotank County*
- Corbitt* *Caswell County* 220. Albemarle Pharmacy
176. McDade Drug Store 221. Apothecary Shop
- Cornelius* *Mecklenburg County* 223. Overman and Stevenson
177. Guion Drug Company 224. Sedberry's Drug Store
- Cramerton* *Gaston County* 225. Standard Pharmacy, Inc.
178. Cramerton Drug Company 222. Artice's Pharmacy (col.)
- Creedmoor* *Granville County* *Elizabethtown* *Bladen County*
179. Creedmoor Drug Company 226. Hutchinson Drug Store, Inc.
- Cleveland* *Rowan County* *Elkin* *Surry County*
180. Cleveland Drug Company 227. Abernethy's Pharmacy
- Dallas* *Gaston County* 228. Turner Drug Company
181. P. D. Summey *Ellerbe* *Richmond County*
- Davidson* *Mecklenburg County* 229. Warner Drug Company
182. White Drug Company *Elm City* *Wilson County*
- Denver* *Lincoln County* 230. Elm City Pharmacy
183. Denver Drug Company 231. Winstead Drug Company
- Dobson* *Surry County* *Elon College* *Alamance County*
184. W. M. Stone Drug Company 232. J. S. White Drug Company
- Draper* *Rockingham County* *Enfield* *Halifax County*
185. Draper Pharmacy 233. W. E. Beavens
- Dunn* *Harnett County* 234. Harrison Drug Company
186. Fitchett Drug Company 235. Whitaker's Drug Company
187. Hood and Grantham *Erwin* *Harnett County*
188. Paul C. Hood & Company 236. E. R. Thomas Drug Company
189. Warren Drug Company *Fair Bluff* *Columbus County*
190. Wilson & Lee 237. Floyd-Anderson Drug Company, Inc.
- Durham* *Durham County* 873. Rogers Drug Store
191. R. Blacknall and Son *Fairmont* *Robeson County*
192. Bull City Drug Store (col.) 238. Fairmont Drug Company
193. Coleman's Drug Store 239. Robeson Drug Company
194. Eckerd's of Durham, N. C., Inc. *Faison* *Duplin County*
195. Five Points Drug Company 240. Morton Drug Store
196. Hardee's Pharmacists *Foith* *Rowan County*
197. Hayti Drug Store (col.) 241. H. A. Fesperman Co.
198. Haywood and Boone *Farmville* *Pitt County*
199. John L. Howerton, Druggists 242. Farmville Drug Company.
200. C. E. King and Sons 243. Wheelless Drug Company, Inc.
201. Mack's Drug Store *Fayetteville* *Cumberland County*
202. McKay's Pharmacy 244. Arrow Drug Company
203. Montague's Pharmacy 245. J. S. Hall Drug Company
204. North Durham Drug Store 246. Hart's Pharmacy
205. Owl Pharmacy 247. Haymount Drug Store
206. Paragon Pharmacy 248. H. R. Horne and Sons
207. Rogers' Drug Company 249. Mackethan and Company, Druggists
208. Biltmore Drug Company, Inc. (col.) 250. Massey Hill Drug Company
209. Sutton's Main Street Pharmacy 251. Mathews Pharmacy
210. B. H. Thomas Drug Store, Inc. 252. Perry's Drug Store (col.)
211. University Pharmacy, Inc. 253. Souder's Pharmacy
212. West Side Pharmacy 254. Williston Drug Store (col.)
213. Whelan Drug Company, Inc. *Fallston* *Cleveland County*
874. C. H. King Drug Company, Inc. 895. Lackey Drug Company
- East Durham* *Durham County* *Fletcher* *Henderson County*
214. Crabtree Pharmacy 255. Ideal Pharmacy
215. East End Drug Company *Forest City* *Rutherford County*
- East Flat Rock* *Henderson County* 256. People's Drug Store
216. Walton's Pharmacy 257. Hall-Rudisill Drug Company
- East Spencer* *Rowan County*
217. Piedmont Drug Company *Fountain* *Pitt County*
- Edenton* *Chowan County* 258. Fountain Drug Company
218. Mitchener's Pharmacy

- Four Oaks Johnston County*
259. Four Oaks Drug Company
- Franklin Macon County*
260. Angel Drug Store
261. Smith's Drug Store
- Franklinton Franklin County*
262. L. W. Henderson's Pharmacy
263. T. C. Joyner, Druggist
- Fremont Wayne County*
265. Whitley Drug Company
- Fuquay Springs Wake County*
266. Elliott's Pharmacy
- Garland Sampson County*
267. L. A. Warren, Druggist
- Garner Wake County*
268. Davenport Drug Company
- Gastonia Gaston County*
269. J. L. Adams Drug Store
270. East Gastonia Pharmacy
271. Franklin Drug Store
272. Gaston Drug Company, Inc.
273. Kennedy Drug Company
274. Loray Drug Store
275. McKay and Grantham
276. Caldwell's Drug Store
277. Patillo's Drug Store, Inc.
278. People's Drug Store
279. Torrence Drug Company
280. Union Pharmacy (col.)
280. Lytle Drug Company (col.)
283. Victory Drug Store
- Gibson Scotland County*
281. Gibson's Drug Company
- Gibsonville Guilford County*
282. Gibsonville Drug Company
- Goldsboro Wayne County*
283. Andrews Drug Company
284. Brown's Drug Store
285. Goldsboro Drug Company
286. Hicks and Hawley's Drug Store
287. M. E. Robinson and Bro.
288. Andrews Cash Drug Company
289. People's Drug Store (col.)
290. Palace Drug Store
291. Vinson Drug Store
289. Jones Drug Store (col.)
- Graham Alamance County*
292. Graham Drug Company
293. Wrike Drug Company
- Greensboro Guilford County*
294. Asheboro Street Pharmacy
295. Best Drug Store
296. College Pharmacy
297. Davis Street Drug Company
298. O'Henry Drug Store, No. 4.
299. Ed Nowell's Pharmacy
300. Fordham's Drug Store
301. Fordham-McDuffie Drug Company
302. Glenwood Drug Company, Inc.
303. Green Street Drug Company
304. Grissom Drug Company
305. Herndon's Pharmacy
306. King Cotton Drug Store
308. Liggett's Drug Store
309. McNair-Markham Drug Company (col.)
310. McNeely's Drug Store
311. O'Henry Drug Store, No. 1
312. O'Henry Drug Store, No. 2
313. O'Henry Drug Store, No. 3
314. People's Drug Store (col.)
315. Revolution Pharmacy
316. W. W. Smith Drug Company
317. Stratford-Weatherly Drug Company
318. Sykes Drug Company, Inc.
319. White Oak Drug Company
320. Wilson Pharmacy
879. Whelan Drug Company, Inc.
- Greenville Pitt County*
321. Eldridge's Drug Store
322. Greenville Drug Company
323. Hill-Horne Drug Company
324. Charles O'H. Horne
325. Pitt Drug Company
326. B. S. Warren, Druggist
- Grover Cleveland County*
327. People's Drug Company
- Gulf Chatham County*
328. Palmer's Drug Store
- Halifax Halifax County*
329. Vinson's Pharmacy
- Hamilton Martin County*
350. E. M. Long Drug Store
- Hamlet Richmond County*
333. Mabry's Drug Store
334. Mitchell Drug Store
335. Sowell's Pharmacy
- Harrisburg Cabarrus County*
336. Dr. N. E. Lubchenko
- Haw River Alamance County*
337. Haw River Drug Company
338. Purity Drug Company, Inc.
- Hazelwood*
339. McKay's Pharmacy
- Hemp Moore County*
340. McGrimmon Drug Company
- Henderson Vance County*
341. Dorsey's Drug Store
342. Kerner Drug Company
343. Miles Pharmacy
344. Opera Drug Store (Woolards)
345. Page-Hocutt Drug Company
346. Paragon Drug Company
348. Thompson-Culpepper Drug Company
349. Vanze Drug Company
350. R. E. Wimberley (col.)
351. W. W. Parker, Druggist
352. Southside Drug Company
- Hendersonville Henderson County*
353. Hunter Pharmacy, Inc.
354. Jackson Pharmacy, Inc.
355. Justus Pharmacy
356. Rose Pharmacy
357. Wilson Drug Company, No. 1
358. Main Street Pharmacy
- Henrietta Rutherford County*
359. Henrietta Mills Store, No. 1

<i>Hertford</i>	<i>Perquimans County</i>	<i>King's Mountain</i>	<i>Cleveland County</i>
360. Feild's Drug Store		402. Griffin Drug Company	
<i>Hickory</i>	<i>Catawba County</i>	859. Summers Drug Company	
361. Highland Drug Store		<i>Kinston</i>	<i>Lenoir County</i>
362. R. A. Grimes Company		403. Central Pharmacy	
363. Hickory Drug Company		404. Creech Drug Company	
364. Lutz Drug Store		405. Dun's Drug Store	
365. Shook Drug Company		406. J. E. Hood and Company	
366. Wolfe Drug Company		407. Lenoir Drug Company	
<i>Hight Point</i>	<i>Guilford County</i>	408. E. B. Marston Drug Company	
367. Arthur's Pharmacy		409. Temple Drug Company	
368. Cecil's Drug Store, Inc.		<i>Knightdale</i>	<i>Wake County</i>
369. Eckerd's Cut Rate Medicine Company		410. Knightdale Pharmacy	
370. Greene Drug Company		<i>LaGrange</i>	<i>Lenoir County</i>
371. J. A. Hart Drug Company, Inc.		411. Adams Drug Company	
372. Hoffman's Drug Company		<i>Landis</i>	<i>Rowan County</i>
373. Ingram's Pharmacy		412. Linn-Edwards Drug Company	
374. Joiner's Drug Store		<i>Lattimore</i>	<i>Cleveland County</i>
375. Mann Drug Company, No. 1		413. Brilee Drug Company	
376. Mann Drug Company, No. 2		<i>Laurel Hill</i>	<i>Scotland County</i>
377. Matton Drug Company		891. Calhoun Drug Company	
379. Ring Drug Company		<i>Laurinburg</i>	<i>Scotland County</i>
380. C. A. Ring and Sons		414. Blue's Drug Store	
381. Washington Street Pharmacy (col.)		415. Everington Drug Store	
382. West End Drug Company, Inc.		416. J. T. Fields, Sr.	
840. Economy Drug Store, Inc.		861. Laurinburg Drug Store	
<i>Hillsboro</i>	<i>Orange County</i>	<i>Leaksville</i>	<i>Rockingham County</i>
383. W. A. Hayes Drug Store		41. Carolina Drug Company	
384. Hillsboro Drug Company		<i>Lenoir</i>	<i>Caldwell County</i>
385. West End Drug Store		420. Ballew's Cash Pharmacy	
<i>Hookerton</i>	<i>Greene County</i>	421. Crawford's Drug Store	
893. Hardy's Drug Store		422. Marley's Drug Store	
<i>Hoffman</i>	<i>Richmond County</i>	<i>Lewiston</i>	<i>Bertie County</i>
386. Hoffman Drug Company		423. Humphrey's Pharmacy	
<i>Holly Springs</i>	<i>Wake County</i>	<i>Lexington</i>	<i>Davidson County</i>
387. Model Pharmacy		424. City Drug Company, Inc.	
<i>Huntersville</i>	<i>Mecklenburg County</i>	425. Lexington Drug Company	
389. Griffin Drug Company		426. People's Drug Store, Inc.	
<i>Hurdle Mills</i>	<i>Person County</i>	<i>Liberty</i>	<i>Randolph County</i>
390. Dr. J. I. Coleman		427. Liberty Drug Store	
<i>Jackson</i>	<i>Northampton County</i>	849. New Drug Store, Inc.	
391. Jackson Drug Company		<i>Lilesville</i>	<i>Anson County</i>
<i>Jackson Springs</i>	<i>Moore County</i>	428. Union Drug Company	
392. Jackson Springs Pharmacy		<i>Livingston</i>	<i>Harnett County</i>
<i>Jamestown</i>	<i>Guilford County</i>	429. Tugwell's Pharmacy	
393. Speedway Drug Store		<i>Lincolnton</i>	<i>Lincoln County</i>
<i>Jonesboro</i>	<i>Lee County</i>	430. Childs-Wolfe Drug Company, Inc.	
394. Lee Drug Store		431. Lawing and Costner	
<i>Kannapolis</i>	<i>Cabarrus County</i>	432. Lincolnton Drug Company	
395. Kannapolis Drug Company		<i>Linden</i>	<i>Cumberland County</i>
396. F. L. Smith Drug Company		433. W. C. Melvin, M.D.	
877. Center View Pharmacy, Inc.		<i>Littleton</i>	<i>Halifax County</i>
<i>Kenly</i>	<i>Johnston County</i>	434. Browning's Drug Store	
398. R. T. Fulghum		455. Harrison's Drug Store	
399. Kenly Pharmacy		436. E. B. Perry	
<i>Kernersville</i>	<i>Forsyth County</i>	437. Littleton Pharmacy	
400. Pinnix Drug Store		<i>Louisburg</i>	<i>Franklin County</i>
<i>King</i>	<i>Stokes County</i>	438. S. P. Boddie, Druggist	
857. King Drug Company		439. F. R. Pleasants' Druggist	
858. Dr. E. M. Griffin		878. Scoggins Drug Store	

<i>Lowell</i>	<i>Gaston County</i>	478. People's Drug Store (col.)	
440. Lowell Drug Company		479. Secrest Drug Company	
<i>Lucama</i>	<i>Wilson County</i>	<i>Mooresville</i>	<i>Iredell County</i>
441. Cash Drug Store		481. George C. Goodman and Company	
<i>Lumberton</i>	<i>Robeson County</i>	482. Miller Drug Company, Inc.	
442. Hedgepeth's Pharmacy, Inc.		483. Mooresville Drug Company	
443. Johnson's Drug Store		484. White-Stonestreet Pharmacy	
444. Lumberton Drug Company		<i>Morehead City</i>	<i>Carteret County</i>
860. J. D. McMillan and Son		485. Walter Hufham, Druggist	
<i>McAdenville</i>	<i>Gaston County</i>	486. Morehead City Drug Company	
445. Sanders Drug Store		<i>Morganton</i>	<i>Burke County</i>
<i>Macclesfield</i>	<i>Edgecombe County</i>	487. Burke Drug Company	
866. Webb Drug Company		488. Davis Drug Company	
<i>Madison</i>	<i>Rockingham County</i>	489. Kibler Drug Company	
446. R. A. Ellington Drug Company, Inc.		<i>Morrisville</i>	<i>Wake County</i>
447. Piedmont Drug Company, Inc.		490. Morrisville Drug Store	
<i>Maiden</i>	<i>Catawba County</i>	<i>Morven</i>	<i>Anson County</i>
448. Campbell's Drug Store		491. Youngblood's Drug Store	
449. Mundy's Drug Store		492. Morven Drug Company, Inc.	
<i>Marion</i>	<i>McDowell County</i>	<i>Mount Airy</i>	<i>Surry County</i>
450. Kirby Drug Company, Inc.		493. Hollingsworth Drug Company,	
451. Rexall Drug Store		Store No. 1	
452. Streetman Drug Company		494. Mt. Airy Drug Company, Inc.	
453. Tainter's		495. Hollingsworth Drug Company,	
<i>Marshall</i>	<i>Madison County</i>	Store No. 2	
454. Marshall Pharmacy		496. Turnmire and Lamm	
455. Moore's Pharmacy		497. W. S. Wolfe Drug Company	
<i>Mars Hill</i>	<i>Madison County</i>	<i>Mt. Gilead</i>	<i>Montgomery County</i>
456. Dr. I. E. Burnett's Drug Store		498. Cochrane-Ridenhour Drug Company	
457. College Pharmacy		<i>Mt. Holly</i>	<i>Gaston County</i>
<i>Marshville</i>	<i>Union County</i>	499. Holland Drug Company	
458. Guion's Drug Store		500. Summey Drug Company	
459. Union Drug Company		<i>Mount Olive</i>	<i>Wayne County</i>
<i>Mathews</i>	<i>Mecklenburg County</i>	501. Aaron's Pharmacy, Inc.	
460. Mathews Drug Company		502. Mount Olive Drug Store	
<i>Maxton</i>	<i>Robeson County</i>	503. Williams Drug Company, Inc.	
462. Austin Drug Company, Inc.		<i>Mount Pleasant</i>	<i>Cabarrus County</i>
872. Hutchinson's Drug Store		504. A. W. Moose Company	
<i>Maysville</i>	<i>Jones County</i>	<i>Murphy</i>	<i>Cherokee County</i>
464. Cash Drug Store		505. Cherokee Drug Company, Inc.	
<i>Mebane</i>	<i>Alamance County</i>	506. R. S. Parker	
465. Mebane Drug Company		<i>Nashville</i>	<i>Nash County</i>
466. Pickard Drug and Seed Store		502. People's Drug Company, Inc.	
<i>Micro</i>	<i>Johnston County</i>	509. Ward Drug Company	
468. Pearce Drug Company		<i>Newland</i>	<i>Avery County</i>
<i>Middlesex</i>	<i>Nash County</i>	862. Bear Trail Drug Store	
469. Middlesex Drug Company, Inc.		<i>New Bern</i>	<i>Craven County</i>
<i>Midland</i>	<i>Cabarrus County</i>	511. Joe Anderson's Drug Store	
470. Midland Pharmacy		512. Davie Pharmacy	
<i>Milton</i>	<i>Caswell County</i>	513. Duffy's Drug Store	
471. Lewis Walker, Druggist		514. Five Points Drug Store (col.)	
<i>Mocksville</i>	<i>Davie County</i>	515. Pinnix Drug Store	
472. Le Grand's Pharmacy		517. Wood Drug Company	
<i>Moncure</i>	<i>Chatham County</i>	852. Alston's Drug Store (col.)	
473. Moncure Drug Company		<i>Newport</i>	<i>Carteret County</i>
<i>Monroe</i>	<i>Union County</i>	892. Edward's Drug Company	
474. English Drug Company		<i>Newton</i>	<i>Catawba County</i>
475. Central Drug Store		518. H. & M. Drug Company	
476. Funderburk-Gamble Drug Company		519. Central Drug Company	
477. Horton-Jones Drug Company, Inc.		520. North Newton Drug Store	

- Norlina* *Warren County*
521. Walker Drug Company, Inc.
- North Charlotte* *Mecklenburg County*
522. Gamble Drug Company
523. Hand's Pharmacy
- North Wilkesboro* *Wilkes County*
525. North Wilkesboro Drug Company
526. Wilkes Drug Company, Inc.
527. R. M. Brame and Sons
- Norwood* *Stanley County*
528. Phillips Drug Company
- Oakboro* *Stanley County*
529. Oakboro Drug Company
530. Stanley Drug Company, Inc.
- Old Fort* *McDowell County*
531. Bradley Drug Company
532. Old Fort Drug Company
- Oriental* *Pamlico County*
533. Oriental Drug Store
- Oxford* *Granville County*
534. J. G. Hall
535. Herring & Etheridge, Druggists
536. Lyon's Drug Company
- Peachland* *Anson County*
841. Peachland Drug Company
- Penrose* *Transylvania County*
537. Penrose Drug Store
- Pikeville* *Wayne County*
538. Register's Drug Store
- Pilot Mountain* *Surry County*
539. Hollingsworth Drug Company, No. 3
541. Trotter's Drug Store
- Pinehurst* *Moore County*
542. Carolina Pharmacy, Inc.
543. Pinehurst Pharmacy
- Pinetops* *Edgecombe County*
544. Pinetops Drug Company, Inc.
- Pineville* *Mecklenburg County*
545. Pineville Drug Company
- Parkton* *Robeson County*
875. Gram Drug Company
- Pittsboro* *Chatham County*
546. G. R. Pilkington, Druggist
- Plymouth* *Washington County*
547. E. G. Arps
548. O. Henry Drug Store
549. Rexall Drug Store
- Polkton* *Anson County*
550. Polkton Drug Company
- Princeton* *Johnston County*
551. Peele Drug Store
- Raeford* *Hoke County*
552. Hoke Drug Company
553. Raeford Drug Company
- Raleigh* *Wake County*
554. Boon-Iseley Drug Company
555. J. C. Brantley, Druggist
556. Capitol Drug Store
557. College Court Pharmacy
558. Eckerd's Cut Rate Medicine Company
559. Edwards-Cain Drug Company
561. C. H. Fleming Drug Company
562. Galloway Drug Store
563. Galloway's Professional Pharmacy
564. Phillip D. Gattis, Druggist
565. Glenwood Pharmacy
566. Hamlin Drug Company, Inc. (col.)
568. Love Drug Store (col.)
569. Mallette Drug Company, Inc. (col.)
570. Martin Street Pharmacy
571. New Bern Avenue Pharmacy
572. F. W. Parker Drug Company
573. Person Street Pharmacy
574. Sanderford's, Inc.
575. Saunders Street Pharmacy
576. Shore's Drug Store
577. Sir Walter Drug Store, No. 1
578. Sir Walter Drug Store, No. 2
579. Walton's Pharmacy
580. Wake Drug Store
581. R. I. Williams
582. Wiggins Drug Store
583. Wiggins and Langdon
887. Wilmont' Drug Store
- Ramseur* *Randolph County*
584. Ramseur Pharmacy, Inc.
- Randleman* *Randolph County*
585. Randleman Drug Company
- Red Springs* *Robeson County*
586. Red Springs Drug Company
587. Townsend's Pharmacy
- Reidsville* *Rockingham County*
588. Ellington Drug Company
589. Fetzer's Drug Store
590. Gardner Drug Store
591. R. H. Tucker, Druggist
- Rich Square* *Northampton County*
592. Rich Square Drug Company
842. Cooke Drug Store
- Roanoke Rapids* *Halifax County*
593. Roanoke Pharmacy Company, Inc.
594. Taylor-Mathews Company, Inc.
- Robersonville* *Martin County*
596. David Grines Drug Company
864. Fulmer's, Inc.
- Rockingham* *Richmond County*
597. Fowlkes Pharmacy
598. L. G. Fox Drug Company
599. R. P. Lyon Drug Company
843. Bristow Drug Company
- Rockwell* *Rowan County*
600. Rockwell Drug Company
- Rocky Mount* *Edgecombe County*
601. Burnett Drug Company (col.)
602. Douglas-Armstrong Drug Company (col.)
603. H. L. Hicks Drug Company
604. Kyser Drug Company, Inc.
605. T. C. McCall Drug Company
606. May and Gorham
607. I. W. Rose Drug Company, Inc.
608. Standard Drug Company, Inc.
609. Wiggins Drug Store
851. Sanderford's, Inc.

<i>Ronda</i>	<i>Wilkes County</i>	<i>Selma</i>	<i>Johnston County</i>
610. Ronda Drug Company		651. E. V. Woodard, Druggist	
<i>Roseboro</i>	<i>Sampson County</i>	652. Selma Drug Company	
611. Melvin Brothers		<i>Shallotte</i>	<i>Brunswick County</i>
612. D. W. Tart		653. Shallotte Drug Company	
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613. Rosemary Drug Company		656. South Shelby Pharmacy	
614. Taylor's Drug Store		657. Julius A. Suttle	
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615. Rosman Drug Company		659. Stephenson Drug Company	
<i>Rowland</i>	<i>Robeson County</i>	<i>Siler City</i>	<i>Chatham County</i>
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617. Rowland Drug Company		661. Wiggins and Nye	
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618. Davis Drug Company		662. Nichols Drug Company	
619. Clayton Drug Company		<i>Smithfield</i>	<i>Johnston County</i>
620. Hambrick, Austin and Thomas		663. Creech's, Inc.	
621. Miles Pharmacy		664. Hood Brothers	
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622. Rural Hall Drug Company, Inc.		665. Broad Street Pharmacy	
<i>Rutherfordton</i>	<i>Rutherford County</i>	666. Thrower's Pharmacy	
623. The Robinson Company, Inc.		<i>Southport</i>	<i>Brunswick County</i>
624. Thompson-Watkins Company		667. Leggett's Drug Store	
<i>Ranlo Station</i>		668. Watson's Pharmacy Company	
625. Ranlo Drug Store		<i>Sparta</i>	<i>Alleghany County</i>
<i>Red Oak</i>		669. B. and T. Drug Company	
626. Dr. J. H. Martin		<i>Spencer</i>	<i>Rowan County</i>
<i>Robbinsville</i>	<i>Clay County</i>	670. H. M. Cooke Pharmacy	
627. Davis Drug Company		671. Rowan Drug Company	
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<i>Salisbury</i>	<i>Rowan County</i>	<i>Spray</i>	<i>Rockingham County</i>
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630. Empire Drug Company, Inc.		674. Spray Drug and Chemical Company	
631. Innes Street Drug Company		<i>Spring Hope</i>	<i>Nash County</i>
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636. Tom's Drug Store, Inc.		<i>Spruce Pine</i>	<i>Mitchell County</i>
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643. Dr. I. H. Lutterloh		683. Logan Stimson and Son	
644. People's Drug Store		684. Rhyne's Drug Store	
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647. Thomas Drug Store		686. Statesville Drug Company, Inc., No. 2	
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690. Wiggins Drug Store		728. Hunter Drug Company, Inc.	
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691. Swannanoa Drug Company, Inc.		<i>Washington</i>	<i>Beaufort County</i>
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<i>Sylva</i>	<i>Jackson County</i>	<i>Waxhaw</i>	<i>Union County</i>
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695. Hooper Drug Store		894. Community Drug Store	
696. Sylva Pharmacy		<i>Waynesville</i>	<i>Haywood County</i>
<i>Tabor</i>	<i>Columbus County</i>	736. Alexander's Drug Store	
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698. Bryan's Pharmacy		738. Weaverville Drug Company	
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704. Munday's Drug Store		743. Wendell Drug Company	
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<i>Wake Forest</i>	<i>Wake County</i>	760. Clark's Drug Store	
721. T. E. Holding and Company, Inc.		<i>Wilmington</i>	<i>New Hanover County</i>
722. Wiggins Drug Store		761. Brooklyn Drug Company	
<i>Wallace</i>	<i>Duplin County</i>	762. J. Hicks Bunting Drug Company	
723. Dees Pharmacy		763. H. L. Fentress, Druggist	
<i>Walnut Cove</i>	<i>Stokes County</i>	764. Futrelle's Pharmacy	
725. Burton Drug Company		765. Green's Drug Store	
<i>Waltonburg</i>	<i>Greene County</i>	766. Hall's Drug Store	
726. Jenkins Drug Store		767. Hanover Drug Company	
		768. Honson's Drug Store	
		769. Hardin's Pharmacy	

- 770. Ideal Pharmacy (col.)
- 771. Jarman's Pharmacy
- 772. Koonce Drug Company
- 774. Nestle Medicine Company, Inc.
- 775. The Munds Pharmacy
- 776. Payne Drug Company, Inc.
- 777. Saunders Drug Store
- 778. Service Drug Company
- 779. Southside Drug Company
- 780. Spear's Drug Company, No. 1
- 781. Spear's Drug Store, No. 2
- 782. Standard Pharmacy
- 783. White's Pharmacy
- 847. Carolina Pharmacy
- 848. Pinchurst Pharmacy
- 863. City Drug Store

*Wilson**Wilson County*

- 784. Barnhill's Drug Store
- 785. Herring's Drug Store
- 786. Ideal Pharmacy (col.)
- 787. Matthews Drug Store
- 788. Miller's
- 789. Patterson Drug Company, Inc.
- 790. Roy Moore's Drug Store, Inc., No. 1
- 791. Shade's Pharmacy (col.)
- 792. Roy Moore's Drug Store, Inc., No. 2
- 793. Turlington and Morrison
- 794. Wilson Drug Company, Inc.

*Windsor**Bertie County*

- 795. Pugh's Pharmacy
- 796. Windsor Pharmacy Company, Inc.

*Winston-Salem**Forsyth County*

- 798. Bobbitt Drug Company, Inc.
- 799. Camel Drug Company, Inc.
- 800. Carswell Drug Company
- 801. Win-Sal. Drug Company, Inc.
- 802. Center Drug Company, Inc.
- 803. Crescent Drug Company

- 804. Eureka Drug Store (col.)
- 805. Fairview Drug Company, Inc.
- 806. Forsyth Drug Company
- 807. Granville Drug Company
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- 810. Hutchin's West End Drug Store
- 811. King Drug Company (col.)
- 812. Liberty Drug Company
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- 814. Nissen Drug Company, Inc.
- 815. E. W. O'Hanlon, Inc.
- 816. Owens Drug Company
- 817. Patterson Drug Company
- 820. T. L. Streetman
- 822. Summit Street Pharmacy
- 823. Taylor Drug Company
- 824. Taylor's Pharmacy
- 825. Thompson Drug Company, No. 1, Inc.
- 826. Thompson Drug Company, No. 2, Inc.
- 828. United Retail Drug Store
- 829. Sam E. Welfare
- 830. Woodland Avenue Drug Company (col.)
- 890. Arcadia Drug Company

Woodland

- 870. Parker-Taylor Drug Company

*Winterville**Pitt County*

- 831. J. R. Cox

*Yadkinville**Yadkin County*

- 832. Norman's Drug Store

*Lanceyville**Caswell County*

- 833. Yanceyville Drug Company

*Youngsville**Franklin County*

- 834. Winston Blanks Drug Company, Inc.

*Zebulon**Wake County*

- 835. Citizens' Drug Company
- 836. Zebulon Drug Company

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RALEIGH, N. C.

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The 1930 meeting of the North Carolina Pharmaceutical Association
will be held at Raleigh, June 24-26.

The fall examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill, November 26.



JOSEPH BRYANT O'BANNON, of Charlotte

*A Prime Mover in the Organization of the T. M. A. and a Staunch Friend of
the N. C. P. A.*

Joseph Bryant O'Bannon

Hundreds of druggists over the State who know the man to whom we are dedicating this issue and who realize and appreciate the devoted service he has rendered the Association as an Auxiliary member will endorse with enthusiasm our choice of a candidate for October's dedicatory honor. As a traveling drug salesman he has won the confidence and esteem of his large clientele of customers; as a charter member and consistent supporter of the Traveling Men's Auxiliary he has labored successfully to advertise and make pleasanter the annual meetings of the North Carolina Pharmaceutical Association; as an individual he has so moulded his life and so developed his personality as to inspire the confidence and friendship of an increasingly large group of people who value his integrity, courtesy, and sincerity. The man about whom we are thus speaking is Joseph Bryant O'Bannon, a traveling representative for and a member of the firm of the Scott Drug Co., wholesale druggists of Charlotte, N. C.

The subject of this sketch, Joseph Bryant O'Bannon, was born in Richmond, Va., on April 17, 1879. His father was James Hurst O'Bannon and his mother before her marriage was Miss Flora Shangle. Mr. O'Bannon received his education in the public schools of Richmond and at William and Mary College. After leaving the latter institution he became a traveling representative successively for the Baughman Stationery Co., Moon and Koiner and the Powers-Taylor Drug Co., these positions covering a period of sixteen years. In 1914 Mr. O'Bannon resigned his position with Powers-Taylor and became a traveling salesman for the Scott Drug Co., of Charlotte, handling their sundry and holiday lines. Several years later he was made a member of this firm. Both of these positions are still held by him.

Mr. O'Bannon served throughout the Spanish-American War in Company M, Third Virginia Regiment.

One of the prime movers in the organization of the Traveling Men's Auxiliary and an early president of that body Mr. O'Bannon has consistently supported the work of the Association. Perhaps few members realize the valuable assistance that Mr. O'Bannon in his quiet way has rendered the State Association. Contributing liberally of his time and means, he has done much to increase and hold the attendance at the annual conventions. Mrs. O'Bannon, who prior to her marriage in 1910 was Miss Lillian Agnes Allen, of Cleveland, Ohio, deserves along with Mr. O'Bannon, a great share of credit not only in aiding the work of the T. M. A., but also in encouraging the establishment of the Woman's Auxiliary and serving as its first secretary. Although her health during the past few years has not been good Mrs. O'Bannon makes a determined effort to attend the annual conventions of the Association. She is always warmly welcomed by the large number of friends she has in the organization.

Mr. and Mrs. O'Bannon are members of the Episcopal church and reside at 1818 Park Drive, Charlotte.

Mr. O'Bannon finds his greatest diversion in fishing. Perhaps no member of the Association or of the T. M. A. enjoys more than he does a week-end or a holiday spent in hunting for the finny tribe whether in deep sea water or along some mountain stream. Mr. O'Bannon, and Mrs. O'Bannon is often his companion, is never happier than when enjoying his favorite sport.—J. G. B.

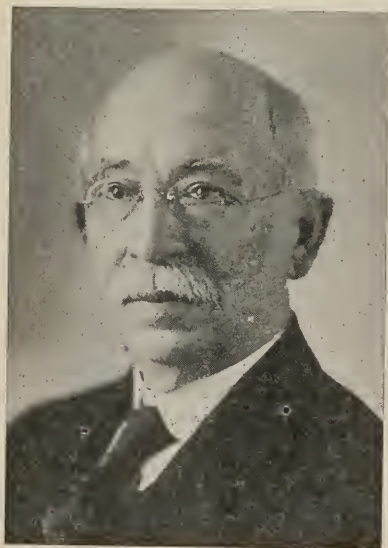
EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Dr. Zoeller Honored

At the recent meeting of the American Pharmaceutical Association at Rapid City, South Dakota, the delegates voted unanimously and enthusiastically for the election of Dr. E. V. Zoeller, of Tarboro, as Honorary President of the Association during the coming year. This is the highest tribute the American Pharmaceutical Association can pay a pharmacist, and it is an honor which any man should feel proud to receive. That it came this time to a North Carolinian makes us glad; that it came to Dr. Zoeller makes us doubly glad. We speak for all other pharmacists in the State when we express to this dearly loved and respected member not only our congratulations but our genuine pleasure over the news of his election.



We have so often in these pages praised the work and character of Dr. Zoeller that we hesitate to add anything further through

knowledge that it offends his modesty to place him in the limelight or enlorge him in any way. Perhaps he will not object, however, if we mention three facts about him that are unique.

(1) He is the only pharmacist in the South who has ever been granted an honorary degree from a large University. (The University of North Carolina conferred upon him the degree of Honorary Doctor of Pharmacy in 1922.)

(2) He is the only pharmacist from this section of the country to be elected to the honorary presidency of any national organization.

(3) He has the distinction of having been president of a state board of pharmacy for a greater number of years than any pharmacist now living, and so far as we can learn from extensive inquiry, he has served as a board president for more years than any pharmacist in America ever has served before. (Dr. Zoeller was made president of the North Carolina Board in 1894 and for thirty-seven years he has served—and is still serving—as the executive head of the pharmacy examiners in this State.)

Congratulations, Dr. Zoeller; pharmacists all over the country know that you deserve the honor.

National Pharmacy Week

From October 13-19 American pharmacists are asked to participate in the observance of the Fifth Annual National Pharmacy Week. Leaders in the campaign to advertise the professional services of pharmacists to the citizens of this country are putting forth unusual efforts this year to persuade all retail druggists to use their windows, their newspaper space and other demonstrative means to acquaint the public during this particular week with the scientific character and professional nature of the calling that is too

much advertised as a purely merchandising enterprise. If pharmacists enter thoughtfully into the spirit of Pharmacy Week they can by proper observance and convincing matter improve their standing and their prestige in the minds of the lay public. We hope North Carolina druggists will do their proper share to carry out the purposes of Pharmacy Week and that from their efforts will result advantages and returns commensurate with the trouble involved in the advertising campaign.

A Faithful Old Darky is Ill

Sick for Months He Needs Help

A feeble, faithful old darky in Chapel Hill is slowly dying of tuberculosis. Incurably ill, unable ever again to work, unable even to read because of weakened vision, the old man is waiting gallantly and uncomplainingly for the "last clear call." His name is "Uncle George" McCauley. He was janitor in the Pharmacy Building at the University for almost twenty years.

"Uncle George" is the kind of negro that white folks love; he is the kind of man that everybody respects. A faithful, conscientious worker all his life, keenly sensitive to his obligations, meek and humble, he has been forced by illness to lay down *forever* the simple tools of his trade. Never-more will he move quietly about in the Pharmacy Building cleaning up after the "boys" in the laboratories.

Struggling painfully during the past few years to do his work, plodding along with steps that were obviously weary but which never lagged, he stuck to his job long after most people would have quit. He stuck because he needed the wages; he struggled on because he wanted to *earn* what he needed to live upon. But a long spell of mean winter weather came on that gave him a severe cold which went into pneumonia, then into tuberculosis, and the old fellow's broom and dust pan saw their last of him. The University kept him on the pay roll at half wages for a year, but a cut in the budget caused this help to cease a few months ago, and now "Uncle George" has no means of support.

Every pharmacy student who has attended the University since 1910 was "waited upon" by "Uncle George." Surely many of them will be glad to contribute modestly to a fund that the editor is seeking to raise with which to make "Uncle George's" last days free from want and worry. Doubtless others of our readers, even those who do not know him, will also help, for if ever there was a worthy object of charity this is one. Any amount will help—a dollar, fifty cents, even dimes will buy milk. Please send contributions to J. G. Beard, Chapel Hill, N. C. They will be promptly turned over to Uncle George and acknowledged in subsequent issues of the Journal.

Are These Price Advances Justified?

A card on our desk calls attention to an increase in price of David's Sanative Wash from \$4.00 to \$4.80 a dozen effective September 1st. This is an advance of 20% in the jobbing price. The card suggests that the future re-sale price be sixty cents. Recently Doan's Pills were advanced; so also were Mentholatum and S.S.S. It seems the fashion just now for package medicines to be increased in price. The manufacturer gets the increase and the jobber gets the increase but the poor retailer sees the already slim profits on this much-cut line of merchandise disappear entirely. Suggesting to a retailer that he advance his re-sale price from fifty to sixty cents is wasted advice in most cases because (1) the retailer is usually not getting fifty cents due to price cutting forced upon him by chain and other stores, and (2) it is almost impossible to advance the retail price of a product when the lower price is well established in the public mind. Consequently when the manufacturer and the jobber advance the price of a well-advertised package medicine, the poor retailer pays the bill.

We do not pretend to know why David's Sanative Wash jumped from \$4.00 to \$4.80 the dozen. (Has Sulphurated Potassa gone up?) There may be sound reasons behind the advance. Nor do we know what has happened to cause Doan's Pills, Mentholatum, and S.S.S. to go up in price. But this

(Continued on Page 90)

PHARMACISTS MUST RETURN TO THE PRACTICE OF PHARMACY IF THE CALLING IS TO ENDURE*

By Dr. A. G. DuMez

Pharmacists must return to the practice of pharmacy if the calling is to endure is the opinion expressed by certain members of the medical profession who have taken a friendly interest in us and the firm conviction of many of those who are looked upon as leaders in our ranks. It is likewise the conclusion which I have reached after as careful an analysis of conditions, past, present and future, as I am capable of making. To demonstrate to you that a turn-about-face on our part is the best, if not the only means, of insuring our future welfare as pharmacists, and to point out to you how this may be accomplished is the purpose of my address this evening.

Pharmacy as originally practiced was in a true sense the handmaid of medicine and the service which it rendered required an intimate and comprehensive knowledge of the materials dealt in, that is the *materia medica* of the day. It then functioned as a trained body for gathering, storing and transforming, or compounding, drugs and chemicals into forms suitable for administration to the patient and, in addition, it served the physician and the public as the only reliable source of information on these materials.

The practice of pharmacy in its beginnings in this country, and even as late as thirty years ago, consisted in the main of the performance of the operations necessary to the exercise of the foregoing functions. Vegetable drugs and chemicals were as a rule purchased in bulk. Some of these were packaged for sale to the public, others were stocked for the compounding of prescriptions; but the greater number were stocked for the manufacture of the galenical preparations, which at that time made up the more important items of our *materia medica* and almost all of which were made by the pharmacist. The furnishing of drugs, chemicals, medicines and other sick-room supplies then constituted the major service rendered

by pharmacy. General merchandizing, although practiced to some extent, had not yet reached sufficient proportions to be considered a distinct service.

That pharmacy as practiced throughout the land today offers a variety of services so different from that rendered even thirty years ago as to almost completely obscure in many cases the purpose it was originally intended to serve, I am confident no one will attempt to deny. That this change in the kind of service given, especially in so far as it has disturbed the old relationship of the pharmacist to the physician and to the public, and to the extent that it has over-stimulated the tendency toward commercialism, is largely responsible for the difficulties we are facing at this time is my contention.

There are some who argue that the present unsatisfactory conditions in pharmacy have been brought on by an unduly large increase in the number of drug stores. Others attribute them to indolence on the part of the pharmacist and his failure to keep pace with modern progress in store management and merchandizing. Still others hold that they are the result of new competition in the form of the department store, the five and ten cent store, the cigar store and the candy store, many of which now sell merchandize originally handled exclusively by the drug store.

The fallacy of the first argument is readily proven. By referring to available census statistics, I find that the population of this country was 62,947,714 in 1890 and in 1928 it was estimated to be 120,013,000, which represents an increase of slightly more than 90 per cent. During the same period, the number of drug stores increased from 33,000 to 57,000, which represents an increase of approximately 73 per cent. In other words, the population has increased more rapidly than the new stores and today the proportion of drug stores to population is about 17 per cent smaller than it was forty years ago. It is true that these census statistics do not

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take into consideration the changes, if any, which have taken place in the distribution of stores. It is possible that in some localities, the cities for instance, the number of new stores opened has kept pace with the increase in population, or even exceeded it. This possibility, however, adds little force to the argument as current reports indicate that the same unsatisfactory conditions prevail throughout the entire country whether it be in urban or suburban localities.

The assumption that pharmacists are not as industrious and ready to adopt modern methods of store management and merchandizing as other merchants would also seem to be erroneous. We have ample evidence all about us of the merchandizing ability of the pharmacist. In fact, this particular phase of modern progress is all too evident in many cases. Pharmacists in general have not only adopted the very latest methods of store management and merchandizing, but in many instances they have employed these methods so skillfully that the merchandizing phase has almost completely obliterated the professional phase of the calling and still they are not contented. No, this is not the reason for the present unrest in pharmacy.

There is undoubtedly some basis for the contention that new competition from sources outside of the drug field has made marked inroads on the pharmacist's legitimate field of profit. The department stores, five and ten cent stores, candy stores, etc., are now doing a large proportion of the business in patent medicines, toilet articles, perfumes and other items formerly handled exclusively by the pharmacist, but this loss of business is not sufficient by itself to account for the general dissatisfaction that prevails throughout our ranks.

These and the other arguments based on similar premises, when examined individually, can usually be shown to be unsound or to account only for unsatisfactory conditions in certain phases of the calling. Taken collectively, they probably do serve to explain why it is that there is not as much profit to be made in the retail end of pharmacy as the more commercially inclined members of the calling desire; but they do not explain

why it is that the pharmacist is losing prestige with the physician and the public, why he is dissatisfied with his present status nor why he is fearful of what the future holds for him.

I do not wish to be understood as decrying all commercial activities of the pharmacist, nor would I have you believe that I am trying to disparage his efforts to become a better business man as I am fully aware of the fact that as long as pharmacists deal in material things, there must be commerce, I do, however, desire to impress upon you that the real cause of the difficulties in which we find ourselves at present is not an undue increase in the number of drug stores, the lack of good business management or the adoption of up to date merchandizing methods; but rather the over development of the commercial side at the expense of the professional side of the calling and that progress in the future, and perhaps our very existence, is dependent upon the restoration of professional pharmacy to the important place in the store that it once occupied.

It is an established principle among physicians that to prescribe intelligently for the alleviation or cure of a disease, the cause must first be found. This principle applies with equal force to the selection of the proper remedy for the correction of bad conditions of affairs of any kind and may well be applied to the solution of our difficulties. It is my contention, as already stated, that our troubles are the result of not sticking to our calling as originally practiced. We have forsaken the mortar and pestle in the rear of the store for the more alluring prospects in the front and we have not reaped the expected rewards. What is the remedy?

The remedy, as I see it, is clearly indicated by the influences, which, taken as a whole, are responsible for the creation of present conditions. They are in part mercenary in nature. Undoubtedly, the greed for gain has played its part; but I believe that there have been other influences which have had a greater if not so apparent an effect. The greatest of these influences in my opinion was the lack on the part of the pharmacist of an adequate education to enable him to

meet without fear of the consequences the changes made in the last twenty-three years in the legal restrictions thrown about the practice of pharmacy and of a sufficiently comprehensive knowledge of the various sciences to enable him to keep pace with the modern developments in therapeutics.

Only a few years ago, students were graduated from our colleges of pharmacy with what really amounted to but two years of technical education and, if we go back fifteen or twenty years, most of the candidates for licensure had no college education at all. Naturally, in 1906, when the Pure Food and Drugs Act became a law of the land, many of the then practicing pharmacists did not have sufficient confidence in their knowledge of chemistry and the other sciences to permit them to cope with its requirements and then and there ceased to manufacture the galenicals which came within the purview of the act. This statement is not a mere fabrication on my part, but is based on the statements of many of the older pharmacists and on statistics showing the growth in the business of pharmaceutical manufacturing houses immediately following the enactment of this law. The condition became more pronounced as the various states enacted similar legislation. In 1914, when the Harrison Anti-narcotic Law went into effect, many pharmacists ceased to make all preparations containing narcotics. Another blow was struck to manufacturing in the drugstore, when the National Prohibition Act was passed in 1919. As a result of this last act, many pharmacists no longer make such simple preparations as tincture of iodine and soap liniment.

Most of the older pharmacists had only a rudimentary education in chemistry and little if any knowledge of pharmacology, bacteriology, serology and immunology. It is no wonder that they found themselves unable to keep abreast of the times in the development and production of synthetic organic chemicals, serums and vaccines and the many other items which comprise our modern *matéria medica*. The sad part of it is that their inability to do this very thing has caused the physician and the public to look elsewhere for information on these materials and the pharmacist has been lowered in their

regard. It is to this condition, more than any other, that I attribute the growing gap separating the pharmacist and the physician.

To arrest the progress of these sinister influences, which threaten to terminate our very existence, those who are now in active service must return to the practice of pharmacy. We must reestablish ourselves in the eyes of the physician and the public as real practitioners of a professional calling and thereby silence those who say that we are becoming nothing but merchants. In all probability, many of the older pharmacists, and I do not speak disparagingly of them because they have given the best they had in them to keep our banners flying, will not be able to conform completely to this new order of things; but they can at least keep their places of business looking like real pharmacies—put back the show bottles in the windows, get out some of the old shelf bottles and give the prescription counter a prominent place in the store. It is upon the service which these accouterments represent that pharmacy was originally built and it is upon this service that it must depend for its survival. Those who are attending our schools of pharmacy at present, especially those who complete four full years of work will receive an education that should enable them to furnish that expert knowledge which the physician requires and to render the highest type of pharmaceutical service to the public. It is to these young men and women that we must look for the complete restoration of pharmacy to its proper position among the medical services and to its future development. I am fully confident that the outcome will be to our liking.

EDITORIAL

(Continued from Page 87)

we do know: the druggist cannot pass the advance along to the buying public but must absorb it himself. The manufacturers know this, the jobbers know it, the druggists know it. A number of "systems" and schemes are developing in this country right now that have protection against this sort of thing as one of their objects. We question the wisdom of manufacturers making these price increases in the face of present conditions and impending developments.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Classification of Taxpayers Under Schedule B, Revenue Act, 1927

The information that follows is compiled from a Statement furnished the writer by the State Department of Revenue showing the number of taxpayers securing State Licenses under the various sections of Schedule B of the Revenue Act of 1927, itemized individually according to business classification for the complete license tax from June 1, 1928 to May 31, 1929. (The report includes all tax receipts issued under the sections herein given up to August 1, 1929).

<i>Sec.</i>	<i>Classification</i>	<i>Number</i>
109	Professions	
109	Architects	66
109	Chiropodists	21
109	Chiropactors	76
109	Christian Scientists	34
109	Dentists	659
109	Engineers (Civil and Electrical)	173
109	Healers or Faith Doctors	9
109	Lawyers	1982
109	Optometrists	121
109	Osteopaths	33
109	Photographers	220
109	Physicians	1942
109	Public Accountants	81
109	Public Accountants (Certified)	73
109	Veterinarians	71
110	Real Estate and Rental Agents	940
114	Undertakers	568
121	Peddlers	
121	Free Licenses	126
121	Paid Licenses	150
123	Mercantile Agencies	3
126	Hotels	544
127	Cafes and Lunch Stands (Inc. Sandwich dealers)	4480
130	Slot Machines	3660
134	Bottling Works	176
134	Wholesale Distributors	77
140	Barber Shops	1957
140	Beauty Parlors	168
144	Bottled Drinks	18358
144	Soda Fountains	1152
147	Radio Dealers	553
147	Phonograph Dealers	798
149	Tobacco Dealers	20897
153A	Service Stations	11667
155	Electricians	180
155	Plumbers	339
157	Industrial Banks	44
159	Marriage Licenses	21924
161	Ice Cream Manufacturers	57
162	Chain Stores (In State)	900

Labeling of Chewing Gum

The Food, Drug, and Insecticide Administration of the United States Department of Agriculture, on August 31, sent out the following statement relative to the Labeling of Chewing Gum:

The Federal food and drugs act defines food as including all articles used for food, drink, confectionery, or condiment. Chewing gum contains as much as 75 per cent, or even more, of soluble sugars and is held to come within the purview of the act if shipped within its jurisdiction. An opinion of this effect was made public in 1915.

The attention of the Food, Drug, and Insecticide Administration, which is charged with the enforcement of the act, has been directed to the fact that many brands of chewing gum, mostly of recent origin, are misbranded with respect to composition. These products are labeled to indicate that they contain fruit juice or true fruit flavor, when in fact they are characterized by their content of artificial flavor. The misbranding consists in the use of both misleading designs of fruit and misleading names and statements.

Steps should be taken immediately to bring such labels into compliance with the law. The Administration is enforcing strictly those provisions of the act that are applicable in the case of chewing gum that is misbranded in the above indicated manner.

Beverages and Flavors

The Food, Drug, and Insecticide Administration recently announced, also, that "trade practices with reference to the manufacturing and labeling of beverages and beverage flavors are far from standardized. The problem of analyzing these new products, both for purity and proper labeling, is one that is engaging the increasing attention of the Administration. Many so-called fruit beverages were found to contain very little fruit juice and were frequently fortified with synthetic flavors. They also contained added acid and artificial color without proper label declaration and were misbranded as to degree of concentration."

Ruling on Insecticides

Replying to an inquiry presented by Mr. Brokmeyer, on behalf of President Denny Brann of the N. A. R. D., Hon. C. W.

Crawford, acting chief of the food, drug, and insecticide administration, of the U. S. Department of Agriculture, has furnished a detailed explanation of its ruling in relation to cases containing a chemical which when hung in a room will drive away or kill moths, ants, roaches, flies and mosquitoes and disinfect the room, according to manufacturers. The ruling contained in a letter to Mr. Brokmeyer is as follows:

"We are in receipt of your letter of August 5, conveying the inquiry of Mr. Denny Brann, president of the National Association of Retail Druggists, based on the recent notice of the department cautioning housewives not to believe the promises made for attractive little cases containing a chemical, which, when merely hung in a room, will drive away or kill moths, ants, roaches, flies and mosquitoes, and, at the same time, disinfect the room, purifying the air and preventing disease.

The administration does not consider that the various cards and pasteboards or metallic cases generally containing paradichlorobenzene, naphthalene, or some form of cedar oil, that are to be hung in the room, are effective against moths, ants, roaches, flies and mosquitoes.

The claim for the effectiveness of this class of preparations is based on the theory that the odor of these chemicals is repellent to the insects named and will kill or drive them out of a room, but this theory is not in accordance with the facts, as actual tests have shown that the odor of paradichlorobenzene, naphthalene or oil of cedar, will not effectively repel moths or the other insects mentioned.

The use of these materials as repellents, however, should not be confused with their value as fumigants. Naphthalene, paradichlorobenzene and oil of cedar, when used at the proper dosage in small, tight containers, are very effective against moths, and if enough of the cards or packages mentioned above are used in a closed space or for example in a trunk, they may be very satisfactory as moth killers. The exact amount required for an effective fumigation is difficult to determine as this will depend on the rate of volatilization, which is affected by such factors as temperature, humidity and

the amount of surface exposed to the air and the size and tightness of the containers.

It is obvious that these preparations would be of no practical value against such insects as moths, ants, roaches, flies and mosquitoes, when hung in the ordinary living room.

With regard to representations by manufacturers that preparations of the type referred to by Mr. Brann will disinfect a room, purify the air and prevent disease, we wish to say that such claims are entirely unwarranted and of a character that the department regards as seriously false and misleading. We may say further that our inspection force has been instructed to proceed actively against interstate shipments of such misbranded products with a view to seizure of the shipments and prosecution of the manufacturers criminally."

Retail druggists are exempt from the provisions of the Federal Food and Drugs act when they present a guaranty signed by the wholesaler, jobber, manufacturer, or other party, residing in the United States, from whom they purchased, to the effect that the article is not adulterated or misbranded within the meaning of the law, designating it. The guaranty, to afford protecting, must contain the name and address of the party or parties making the sale of the article to the dealer. This makes the vendor, or person who sells to the retail druggist, subject to the prosecutions, fines and other penalties for violation of the law.

Illegal Sales

At this season of the year there seems to be a propensity upon the part of a great many individual merchants and, not infrequently, the merchants of an entire community, to promote some "prize sale" event as a trade stimulator without ever stopping to consider the legal aspects of the matter. In most of these cases their sales are illegal and are in direct violation of the State lottery law.

One of the cardinal principles of The North Carolina Merchants Association is to discourage and oppose all unethical and unlawful practices, and we are sure no merchant who is worthy the name would willingly engage in any questionable practice much less violate the law of his State. For this reason we advise our merchants to care-

fully consider the legal phase of the question before committing themselves to any prize sale event, for in practically every instance where chance is involved, the sale is illegal.

The "prize sale" which seems to be the most popular just at this time, is where the customer is given a numbered ticket or coupon for every dollar paid on account or for every purchase amounting to a dollar or more, and the holder of the lucky number is the winner of the prize. Such a scheme appears to be innocent enough but in reality it is a violation of the lottery law.

With regard to such sales the Attorney-General of the State of North Carolina says:

"Some notion seems to exist that because a merchant under this scheme does not charge any more for his goods for giving the chance to win the prize, no consideration or thing of value has passed from the purchaser to the merchant for the ticket. This aspect of the case has, however, been held by all the courts in dealing with it as not affecting the criminal character of the transaction. They hold that the transactions were in fact sales of merchandise and lottery tickets for an aggregate price so that the arrangement certainly constitutes a lottery. There can be no doubt, then, that the schemes described are lotteries in North Carolina, and as such are condemned as a crime."

In view of the foregoing opinion of the Attorney-General, it would appear that about the only way a merchant can legally engage in a prize sale is where the tickets or coupons are given indiscriminately to all who may attend the sale and not merely to those who purchase goods or pay accounts, such, for example, as auction sales of land where coupons are given to every one attending the sale whether they make a purchase or not.

These merchants who have engaged in such sales in the past probably did so without realizing the seriousness of the matter and those who may be contemplating such a sale should immediately abandon the chance prize feature. Merchants are looked upon as leaders in their communities, therefore, they should be the champions of law observance and of ethical practices. (The Carolina-Virginia Retailer).

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

All Around North Carolina

M. J. Leimkuhler, *Reporter*

Mr. R. D. Croom, of the Austin Drug Co., of Maxton, spent six weeks this summer in the mountains of western North Carolina. **Mr. W. L. Harper**, formerly of Mount Airy and Mayodan, was relief clerk during his absence.

Smith and Gore Pharmacy is the name of a new store for Asheville which opened for business about Sept. 15 on Patton Ave. below the post office. **Mr. Chas. S. Gore** is in charge. The authorized capital stock of the firm is \$100,000 with \$300 subscribed by Messrs. Chas. S. Gore, Malcom Smith and John C. Joyner, all of Asheville.

Mr. John C. Mills, formerly with the Sheppard Drug Co., of Charlotte and more recently with the Thompson-Watkins Co., of Rutherfordton, opened the Mills Drug Co. in Charlotte the middle of September. The other members of the firm are Messrs. R. T. Holmes and S. P. Hall, of Charlotte.

Bradsher and Bradsher, Inc., will open their second store in Charlotte in the early fall.

Mr. B. R. Phifer, formerly with the Horton Jones Drug Co., of Monroe, is now the owner of Phifer's Pharmacy, a new store in the same town.

Mr. G. P. Johnson, formerly of Laurinburg, is now associated with the McK. Bryan Pharmacy at Elizabethtown.

The Warsaw Drug Co., of Warsaw, has purchased the Brown Drug Co. The prescription departments have been combined and the business will be operated as the Warsaw Drug Co. **Mr. J. D. Brown**, who owned the Brown Drug Co., is now connected with one of **Mr. D. M. McKay's** stores in Durham.

Mr. Ralph H. Alexander, popular representative in North Carolina territory for Russell McPhail's Chocolates, was confined to the Mission Hospital in Asheville with a badly infected tooth for some time during the late summer.

Many friends will be delighted to learn that **Mr. Thornton Hood**, of Kinston, has fully recovered from an attack of typhoid fever which kept him in bed for five weeks.

A new store in Kinston opened for business about September 20 under the name of the Kinston Pharmacy. It is owned by **Mr. B. A. Hof**t, representative in eastern North Carolina for the Powers-Taylor Drug Co. **Mr. Dortch Stroud** is the manager of the firm. Mr. Stroud successfully stood the State Board examinations in June, and since that time has been with the Creech Drug Co., in Kinston.

Mr. Joseph House, of Beaufort, has purchased the Beaufort Drug Co. and has combined the stock of the store he has owned in the town for a number of years with that of his new business in the building occupied by the Beaufort Drug Co. The store is operated as Joseph House, Druggist.

Mr. J. L. Cobb, who has been with White's Pharmacy in Wilmington for some time, has purchased the store from **Mr. Luther White** and has changed the name to the Peoples Drug Store. Mr. White will devote his time to his second Wilmington store, the City Drug Store.

Mr. M. M. Sessoms has sold his interest in the Patterson Drug Co., of Wilson, to his former partner, **Mr. E. L. Tarkenton**, and will in the future be part owner and manager of the Bailey-Sessoms Drug Co., a new store for Williamston. This store was recently incorporated to operate a retail drug business with an authorized capital

stock of \$5,000 and subscribed stock, \$2,500, by Messrs. Joseph W. Bailey, M. M. Sessoms, and W. F. Haislip, all of Williamston. Mr. Tarkenton is now the sole owner of the Patterson Drug Co. Mr. F. H. Scroggs, of Franklin, has recently accepted a position with the firm.

Mr. James M. Hall, proprietor of Hall's Drug Store in Wilmington, is erecting a new brick store building across the street from his present location. New fixtures have been purchased from the H. M. Wade Mfg. Co. and an up-to-date new soda fountain has been ordered from Robt. M. Green and Sons.

Eastern Carolina News

F. L. Bundy, *Reporter*

The Harville Drug Co., of Thomasville, has recently been remodeled and a new fountain and fixtures installed. This is one of the most attractive stores in the Piedmont section.

Messrs. L. M. and A. B. Bobbitt have recently opened a new drug store on the main floor of the new Reynolds Building at Fourth and Main Sts., Winston-Salem. This building is one of the most modern structures in the South and is said to be the tallest building in the two Carolinas. This is the fourth store opened by the Bobbitt Bros. They also operate the Nissen Drug Co. and the Bobbitt Drug Co. in Winston-Salem and the Ring Drug Co. in High Point. Their new store is known as Bobbitt's Pharmacy and is in charge of Mr. L. M. Bobbitt. Mr. J. B. Connell, of Warren Plains, who graduated from the State University School of Pharmacy in June, is also connected with the store.

Friends of Mr. Robin Hood, of the Hood Drug Co., of Washington, will be glad to learn that he is back at the store after a serious operation and several weeks of illness.

Mr. P. Rod Hatch, well known Raleigh druggist, has discontinued the practice of his profession and is now associated with the firm of Mallard and McGee, Realtors, located in the Carolina Hotel Building in Raleigh. Mr. Hatch is in charge of the insurance department. Up until two years ago

he operated the Tucker Building Pharmacy and since that time has been with the Wake Drug Co. He has been succeeded at this later store by Mr. Gilbert Crabtree.

We are delighted to report that Mr. C. M. Fox, proprietor of the Asheboro Drug Co., of Asheboro, is rapidly recovering from an operation for appendicitis.

In the late summer Mr. and Mrs. A. C. Cecil, of High Point, enjoyed a two-weeks motor trip to Atlantic City and other eastern resorts.

Piedmont Topics

John K. Civil, *Reporter*

Mr. H. W. Wohlford, formerly with the Stanley Drug Store, of Stanley, is now with the Dilworth Pharmacy, of Charlotte.

The many friends of Mr. M. L. Leimkuhler, popular representative of E. B. Read and Son Co., will be glad to learn that he is back on the job after a two months illness resulting from a broken foot.

Tainter's Drug Store, of Marion, has recently been enlarged and greatly improved.

Mr. C. M. Williamson, popular druggist for the Belmont Pharmacy, of Charlotte, enjoyed a month's vacation which he spent visiting friends in eastern Carolina towns.

Mr. G. D. Propst, formerly of Concord, but now representative for Sharp and Dohme in South Carolina, was elected president of the Traveling Men's Auxiliary of the S. C. P. A. at their last meeting held in Columbia.

Friends of Mr. Ralph E. Kibler, proprietor of the Kibler Drug Co. of Morganton, are sympathizing with him in the loss of his father, Mr. W. B. Kibler, whose death occurred in Morganton on August 2d.

We are delighted to report that Mr. E. F. Rimmer, of Charlotte, is back at work after a two-weeks illness.

Mr. O. D. Biddy, formerly with the Asheville Pharmacy and Laboratory Co., of Asheville, has accepted a position with the Peoples Drug Store in the same city.

Mr. J. M. Smith, of Asheville, has purchased Martin's Drug Store in Canton and Liggett's Drug Store, No. 3 in Asheville. Mr. Smith owned the latter store for a num-

ber of years, selling out to Liggett. We are delighted to report that Mr. Smith is again practicing his profession.

Mr. J. R. Avera, formerly with the Buchanan Pharmacy, of Sylva, is now with Biltbro's Drug Store at 728 Haywood Road, West Asheville. His residence is at 34 Majestic Ave., West Asheville.

About November 1st, Aiken's Pharmacy, of Biltmore, will move into a new building owned by the firm. The store will be furnished with modern equipment and will present a most attractive appearance.

Messrs. Gus Willis and J. K. McKay have purchased the business of McKay and Grantham in Gastonia.

Here and There About the State

Contributed by J. M. Salter

Mr. E. W. Barnes, formerly of the Pine-tops Drug Co., of Pinetops, is now manager of the Peoples Drug Store, of Nashville. He reports that business has been good in Nashville this summer.

Mr. W. R. Griffin, of Pinetops and Nashville, is now with the Kyser Drug Co., of Rocky Mount.

Mr. A. H. McDonald, proprietor of the McDonald Drug Store in West Durham, who had the misfortune to have his Chevrolet coach stolen while attending the Asheville convention, reports that the automobile has never been recovered. It was fully covered by insurance. Mr. McDonald has bought a new Chevrolet sedan and when he leaves the car it is locked by all four wheels. He says the thief who gets this car will have to use a derrick.

Mr. Ed. D. Cherry, of the Walker-Cherry Drug Co., of Ahsokie, has remodeled his store, adding six more tables and repainting the interior.

Mr. R. P. Michaels is now a partner in the old business of the Clayton Drug Co. in Roxboro, owned by **Mr. A. W. Clayton, Jr.** The new firm name is Michaels and Clayton Drug Co. The interior of the store has been repainted and decorated and a new 29 ft. soda fountain has been installed with luncheonette attachment.

Mr. H. V. Deaver, popular representative of the Peabody Drug Co. in Durham, has moved his family to Fayetteville from Clinton and they will make their home in the Cumberland capital in the future.

The Person St. Pharmacy, of Raleigh, has closed its down town store and opened a new store in the Hayes-Barton Section of the city, which will be known as the Person St. Pharmacy, No. 2. It will be managed by **Mr. Hobson I. Gattis** with **Mr. K. V. Franklin** in charge of the prescription department. The proprietor of both the No. 1 and the No. 2 store, **Mr. Philip D. Gattis**, is general manager of both pharmacies. **Mr. W. L. Johnson** has been appointed manager of the prescription department of the Person St. Pharmacy, No. 1, and will be assisted by **Mr. W. L. Collins**, formerly of the Kyser Drug Co., of Rocky Mount.

Friends will regret to learn of the serious illness of **Mr. F. B. Souders**, proprietor of the Souders Pharmacy, of Fayetteville. He has been confined to the Highsmith Hospital in Fayetteville for some weeks suffering with peritonitis. Blood transfusions were resorted to and we hear that he is some better now.

We understand that **Shore's Drug Store**, which is located in the Hayes-Barton section of Raleigh, has discontinued business.

General News Items

Mr. J. N. Rigby, formerly with C. J. Mauney and Co., of Albemarle, has accepted a position with the O. Henry Drug Store, No. 3, of Greensboro.

We have just learned of the opening of **Smith's Drug Store** in West End. The proprietor is **Mr. J. F. Smith** who also owns the Sand Hill Drug Store in Jackson Springs.

Mr. C. D. Stowe is now with Liggett's Drug Store, No. 1, of Asheville. **Mr. J. L. Crenshaw** is also connected with this store.

Mr. L. D. Shuford is with the City Drug Co., of Gastonia.

Mr. C. B. Miller, of Goldsboro, accompanied by his wife and son, enjoyed a most delightful vacation in New England visiting his daughter and her family. Mr.

Miller has four grandchildren. The trip north was made by motor, the party returning from Boston to Norfolk by boat. As they were steaming down the coast they had the pleasure of seeing the Zeppelin as it came across the ocean from Friedrichshafen. Note: The editor watched the airship as it arrived in New York just about dusk and slowly sailed over the canyon of Broadway en route to Lakehurst.

Mount Olive's youngest camper, Lippman Aaron Long, Jr., is back after a delightful four weeks spent at Camp Catawba, Fort Mills, S. C. The six year old traveler was accompanied on the return trip by several friends and his parents, Mr. and Mrs. L. A. Long who went for him in an automobile. Mr. Long, Sr., has the oldest drug store in Mount Olive.

Eekerd's Drug Store in Asheville has been declared one of the ten winners in a recent Gillette Window Contest held throughout the nation. The store won an award of \$25 for its display.

Mr. A. D. Walker, North Carolina druggist, is now associated with the Peoples Drug Store in Washington, D. C., located at 607 K. St., N. E.

Mr. Julian Baker has severed his connection with the Wilson Drug Co., of Wilson, and is now with the Scoggin Drug Co., of Louisburg.

Mr. L. D. Rice, formerly with the Taylor Drug Co., of Winston-Salem, is now with the Carswell Drug Co. in the same city.

Mr. J. W. Harrell, Jr., of Rocky Mount, has been transferred from the sales to the detail force of E. R. Squibb and Sons. He will hereafter make his headquarters in Raleigh and have his residence at 1917 Sunset Ave.

Mr. Hazell H. Hitchcock, of Winston-Salem, succeeds the late Mr. Tom Butler as representative of the Hollingsworth Co. He has been with the firm for several years doing supervisory work.

Mr. S. E. Welfare has recently multiplied his activities by purchasing a half-interest in a new and large undertaking firm just established in Winston-Salem.

Board of Canvassers Announce Results

The Board of Canvassers, chosen by President C. C. Fordham, Sr., has announced the result of the mail ballot for officers of the Association as follows: President, C. B. Miller, Goldsboro; First Vice-President, J. C. Hood, Kinston; Second Vice-President, G. A. Iseley, Raleigh; Third Vice-President, Fred Hester, Asheville; Secretary-Treasurer, J. G. Beard, Chapel Hill; Members of the Executive Committee, J. C. Brantley, Raleigh, J. A. Goode, Asheville, and Warren W. Horne, Fayetteville. These officers will be installed at the close of the fifty-first meeting of the Association to be held in Raleigh next June. The Board of Canvassers was composed of Messrs. C. M. Fordham, chairman, Ed. Nowell and J. R. Kelly, all of Greensboro.

Popular Salesman Takes Over New Territory

The many friends of Mr. J. M. Salter will be interested to know that he accepted a position on August 17 as representative for McPhail's Chocolates in the Virginia territory. Mr. Salter is originally from Georgia and has scores of friends among the druggists of this State. He first came to North Carolina in 1920 as salesman for "Block's Aristocratic Candies," leaving this firm in July, 1926, to enter the package candy business. He introduced "Maugham's Superfine Chocolates" in this State, remaining with the firm until April, 1928 when he resigned to accept a position as representative for "Merrick's Fine Chocolates" in eastern North and South Carolina. He continued with the firm until August of this year. Mr. Salter has always taken a keen interest in the work of the N. C. P. A. and has been a valuable reporter for the Journal. We regret very much that his new duties take him away from North Carolina but we hope that he will make frequent visits to his friends in this State. We shall look forward to seeing him at the Raleigh meeting of the Association next June.



WALTER S. MARTIN, of Canton

A successful druggist, an enthusiastic member of the N. C. P. A., a progressive citizen and a wide-awake business man, whose death occurred in an Asheville hospital on July 28 following an illness of several weeks

Walter S. Martin, the son of the late Colonel and Mrs. Nick Martin, was born in Hickory on July 26, 1880. After securing his early education in the old Hickory Military Academy and later the degree of A.B. from Lenoir College, Mr. Martin studied pharmacy under Mr. Wm. Simpson in Raleigh. He conducted a drug store in Hickory until seventeen years ago when he moved to Canton and opened Martin's Drug Store. Since 1917 he has also successfully conducted Martin's Tea Room and manufactured a number of popular remedies. In addition, he has dealt extensively in real estate and at the time of his death he held the local Buick automobile agency. Just before he became ill he let the contract for a building covering an entire city block in Canton to be erected at a cost of \$100,000. Recently he was appointed a member of the board of directors of the North Carolina Railroad, and five years ago he was selected as one of the six leading business men who had helped to make the State "a veritable empire."

The Rapid City Conventions

The annual conventions of the American Pharmaceutical Association, the American Association of Colleges of Pharmacy, the National Association of Boards of Pharmacy, and the Conference of Pharmaceutical Association Secretaries were held concurrently in Rapid City, South Dakota, during the week of August twenty-sixth. Delegates from every state in the Union were present and the attendance figures were greater than that of any previous meeting. The only section of the country not well represented was the southeast, although one or more delegates from each of the South Atlantic states were present. Messrs. J. G. Beard and G. A. Russell represented North Carolina organizations at the meeting.

Perhaps no previous convention of these several bodies have contained so full a schedule of work nor accomplished more of a constructive fashion than did the South Dakota meeting. (Since full details of the proceedings will be found in the national journals it seems unwise to attempt even a summary in these pages.)

The conventions were held in very picturesque and historical surroundings. Located at the gateway to the Black Hills and on the

edge of the celebrated Bad Lands, Rapid City and its environs, particularly Lead, Deadwood and the old Homestakes Gold Mine, furnished real interest to the hundreds of delegates in attendance.

During the last session of the House of Delegates Dr. E. V. Zoeller, of Tarboro, was elected Honorary President of the A. Ph. A. (Mention is made elsewhere in this issue of this election.) Mr. H. A. B. Dunning, of Baltimore, was installed as the active president for the coming year, while Mr. A. L. I. Winne, of Richmond, was installed as first vice-president. Thus the three rising officers of the Association for 1929-30 are representatives of this section. This section was further honored in the election of Mr. J. G. Beard, of Chapel Hill, to the office of president of the American Association of Colleges of Pharmacy. Mr. Beard was also elected first vice-president of the Conference of Pharmaceutical Association Secretaries. Mr. G. A. Russell, of Greensboro, presided as chairman of the Symposium on Genus Men-
tha.

The next meeting of these joint bodies will be held in Baltimore, Maryland, next May during the week preceding the U. S. Pharmacopoeial Convention.

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Manufacturers of Compressed and Hypodermic Tablets, Pills, Filled Capsules,
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Experience teaches every thoughtful man that price does not determine value—That which costs the least often is the most expensive.

Ability to make good your loss and freedom from entanglement in the other fellow's loss, (through assessment or power of attorney requirement), is the ultimate test of the value of your Fire Insurance.

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Greenwood, S. C.

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

The fall examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill, November 26.



JOHN COGDELL HOOD, of Kinston
Member of an Old and Well-Known Family of Druggists in North Carolina



John Cogdell Hood

On the opposite page is pictured the newly-elected first vice-president of the North Carolina Pharmaceutical Association who will be installed at the Raleigh meeting next June. His name is an old and an honored one in the Association for there have been Hoods in the organization since it was created and all of them have done their full part in promoting pharmaceutical affairs in this State. At the present time there are five Hoods on the roster of the Association. The one we are featuring this month began his drug career under the instruction of his uncle in Smithfield, who is one of the few living charter members of the Association.

* * * *

John Cogdell Hood, of Kinston, was born February 13, 1890, in Smithfield, N. C. His father was the late Bold Robin Hood, a druggist, and his mother before her marriage was Miss Annie B. Dixon. Mr. Hood received his elementary schooling in his native town, being graduated from the high school there in 1907. From then until 1911 he worked in the drug store of his uncle, Thomas Ruffin Hood at Smithfield. Pharmacy was in his blood; the urge to enter it was inherited. His grandfather, John C. Hood, his father, three uncles and several cousins were all druggists. Being a namesake of the original druggist he followed naturally the career for which we say he was born. With a natural aptitude for pharmacy and with a practical training under the tutelage of his uncle, it was an easy task for him to qualify for the examination of the State Board. He received his license in 1911 following a course in Page's School of Pharmacy, then located at Greensboro.

Following his registration as a pharmacist Mr. Hood moved to Kinston and became employed in the store of J. E. Hood and Co. The next year he became a partner in the firm, and for the past seventeen years his chief interests and efforts have centered in this store which he manages. Five years ago he purchased the Lenoir Drug Co. and two years ago he bought the Creech Drug Co., so that now he controls three of the drug stores in Kinston.

Mr. Hood, as would be expected, is active in the civic affairs of his adopted city. As a member of the local Rotary Club, as a past president and now a director of the Kinston Chamber of Commerce, as a director also of two Building and Loan Associations, and as an energetic worker in other local organizations, he has been and is a moving spirit in the progressive policies of Kinston. Mr. Hood is a member of the Knights of Pythias Order and of the Methodist Church. His political affiliation is with the Democratic party.

On August 4, 1914, Mr. Hood was married to Miss Lucy E. Sanders, of Smithfield. The following children have been born of this union: Lucinda, Ann Dixon, Elizabeth, Olivia Long, Mary Marsh, and John C., Jr. The family residence is at 504 Perry St.—J.G.B.



AN ANALYSIS OF THE EFFECT OF CHAIN STORE MERCHANDISING UPON THE INDEPENDENT PHARMACIST IN NORTH CAROLINA AND ELSEWHERE

By J. G. Beard

In August of this year 114 independent druggists in America opened up new drug stores as against 32 "chains" which did the same thing. It is estimated that 61 per cent. of this year's sales in non-pharmaceutical products that are found on drug store shelves will be made by the independents, and the remaining 39 per cent. will be sold by the following: chain stores 15, department stores 16, mail order houses 3½, house-to-house canvassers 2, and company stores 2½. The percentage figures just mentioned have no relation to comparative sales in stores of drugs alone, but embrace articles of general retail commerce that are found in drug stores among other places. The figures are interesting to think about.

So much ink is spilled nowadays about chain stores and their methods of merchandising, their success, and their future effect upon the fortunes of the independent dealer that we apologize for adding more words to the discussion. But certain ideas need consideration and we state them for what they may be worth.

A well known national authority on retailing said not long ago that chain drug store development had almost reached the peak of its numerical possibilities. In his belief there will be a gradual re-distribution of chain units but no real increase in the total number of such units. Some cities are already showing a decrease in the number of chain drug stores; some sections having small cities are showing an increase, but the whole number is not changing materially. He may be right or he may be wrong, but authoritative data for the first six months of 1929 seem to bear out his conclusions.

North Carolina is due to have more chain drug stores than are now here. How many more is a matter of guess-work. That the number is not going to be great, however,

is a deduction that can be safely drawn. Unless, of course, North Carolina changes markedly in the ratio of urban to rural population, and unless its people alter greatly in their attitude toward drug stores and the service they expect to receive therefrom.

This particular era calls for *intelligent* and intensive retailing. It oftentimes penalizes any other sort to the point of extermination, and always it shows its disapproval in terms of reduced patronage. And this is as it should be. "The drug business owes no man a living merely because he elects to engage in it." To the man who is endowed with intelligence, initiative, energy, and sound training, the drug store of today offers a finer chance of success than has ever before been the case. We are yet to hear of a hard working, progressive, intelligent druggist who has ever failed in the drug business in the State of North Carolina. Can you cite a single case? Do not ignore this point for it is important. Another thing: independent drug stores in this State conducted by the sort of men just described are earning more net profits today than in the so-called "good old days" when there was no chain competition and no cut prices. Before you sneer at such a statement think on the following facts a moment. The modern scale of living is at least four times as expensive as the 1915 scale. Finer homes, finer clothes, more frequent trips, radios, movies, increased cost of essentials, and last but not least, automobiles, cost real money. And hundreds of independent retail druggists in this state are spending it for just these things. Not only that but many of them are saving money as well.

Where did this money come from? It came out of greater profits than were made in 1915. There are appreciably more well-to-do retail druggists in this State right now than was ever the case before. Fifteen years

ago there were only five druggists in North Carolina who could possibly be called financially independent—who could retire on savings made from the drug business. Go over the State today and you will find at least fifteen—perhaps more—who could sell out lock, stock and barrel and live their remaining years in a state of comfortable idleness. And what is equally significant is that there are many druggists in the State who are conducting really profitable drug stores. Pessimists would have us believe that shortly (1) chain stores will run the independents out of business; (2) that already they have caused a marked number of failures. Complainers will say (3) that there are too many drug stores; far more than existed a few years ago. Is such an outlook, and are such conclusions, justified? We do not believe so.

Item 1. So long as independent druggists continue to render the sort of drug service that most of them have always given and which the chains refuse to render, and so long as they couple with such service progressive policies, sound buying, aggressive selling, and efficient management, they will continue not only to exist but to prosper. This is especially true in a State like North Carolina which has no big cities or large foreign element but which has many thriving towns with fine back country.

Item 2. As for the increased number of business failures it must be admitted that more failures per year have been resulting than was the case a few years ago. But the chains are only partly responsible. Merchandising has changed its methods, speeded up its pace, and those merchants who have held to old ideas of policy and speed have been penalized by failure. This is economic law operating. It will not bother any progressive, alert pharmacist whose policies are in accord with the accepted principles of sound merchandising.

Item 3. This concerns the number of drug stores. During the past thirty years the population of the United States has increased from 62,947,714 to 120,013,000, or about 90 per cent. During the same time the number of drug stores has increased from 33,000 to 57,000, or 72.7 per cent. (DuMez.) Thus we see that the number of purchasers has increased 17 per cent. more than the num-

ber of drug stores. And the purchasing power of these purchasers is far greater than it was thirty years ago! Not only that but druggists have so increased the variety of their wares as to swell the amount of purchases that each of the 120,000,000 people buys in American drug stores. Now let us take the case of North Carolina because this is the region of our concern. In 1922 the population of the State was expertly estimated at 2,649,982; in 1928 the number had grown to 2,933,000. This is a percentage increase of 10.9. During this six year period the number of drug stores increased from 808 to 836, or 3.4 per cent. Thus the population has increased 7 per cent. more than the number of drug stores. During this time chain stores entered the State. As a result of their entrance a changed condition of doing business has come about. Independent druggists have been put upon their mettle. They changed their methods with the changing times and they are prospering in greater number and to a greater degree than ever before. The challenge of the chains has been met and at this writing the hard working, alert thinking, progressive policies independent is more than holding his own in the fight.

"Price Advances on Sanative Wash Justified," Says the Manufacturer

The editor is in receipt of the following letter from Mr. Jas. B. Bowers, vice-president of the Owens and Minor Drug Co., which explains itself. We are publishing it for the information of our readers and as a matter of justice to the Owens and Minor Drug Co.

Richmond, Va.
October 12, 1929.

Mr. J. G. Beard, Managing Editor,
The Carolina Journal of Pharmacy,
Chapel Hill, N. C.

My dear Mr. Beard:

I thank you for your editorial on "Are These Advances Justified" in the October issue of the Carolina Journal of Pharmacy in which you mention our David's Sanative Wash. If all North Carolina druggists read your editorials as regularly as I do they now know the right retail price of David's Sanative Wash.

I know that your whole adult life has been spent in trying to better the lot of the retail druggists of North Carolina, and I am certainly with you in your work. As retailers prosper so do we as wholesalers. May I ask your permission to state our viewpoint?

For forty-seven years Dr. David's Sanative Wash has sold for \$4.00 per dozen wholesale and 50c per bottle retail, and today it has a fair distribution over the Southeastern states without general advertising. Last year, after a test campaign in one of your good North Carolina cities, we decided on a general newspaper advertising campaign over several states. Before starting this campaign we advanced our price to \$4.80 per dozen wholesale and 60c per bottle retail because of the following facts:

First—All advertised competitive preparations were \$4.80 per dozen for a 4 oz. bottle compared to our 6 oz. bottle.

Second—No proper or adequate advertising appropriation could be made at our old price considering the present day cost of distribution and materials. Compared with even 1913, bottles, cartons, cases, freight and newspaper advertising have doubled.

Now as to the retailer and his profit. His percentage is the same if he will only ask it and get it. None of our cartons have had the old price on them for two years. We have mailed out thousands of bottles on direct mail orders, and have always gotten 65c each to cover mailing costs.

As you know, I am in daily touch with the retail druggist and have yet to hear a complaint because our price has been advanced. If it is not worth 60c for a treatment for two people for the Scabies, what is it worth? Cutting the price cannot create desire for this preparation, nor increase the sale.

I do not think you have done us an injustice or harm, I only thank you for giving us an opportunity to state our side. You know that our entire business life depends on the prosperity of the independent retail druggist, and to that end we strive always.

Very truly yours,
(Signed) JAS. B. BOWERS,
Vice-President,
Owens & Minor Drug Co., Inc.

Contributions Received for "Uncle George"

The Journal acknowledges with grateful appreciation the following contributions that have been received into the fund being raised to assist "Uncle" George McCauley, the long-time negro janitor in the Pharmacy Building at the University of North Carolina:

Ed. Fowler, Durham.....	\$1.00
C. B. Sears, Whiteville.....	1.00
I. L. Zuckerman, Durham.....	1.00
David R. Davis, New Bern.....	1.00
Jos. P. Barbour, Burlington.....	2.00

S. L. Hubbard, Reidsville.....	1.00
Turner F. Currens, N. Y. City....	3.00
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Q. T. Bilbro, Asheville.....	1.00
G. P. Johnson, Elizabethtown....	2.00
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E. Lynn Brantley, Mooresville....	.50
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T. E. Smith, Goldsboro.....	1.00
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Henry T. Hicks, Raleigh.....	1.00
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K. V. Franklin, Raleigh.....	2.00
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A. B. Kunkle, Conover.....	1.00
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L. D. Russell, High Point.....	2.00
G. F. Murr, High Point.....	1.00
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M. L. Jacobs, Chapel Hill.....	2.00
E. V. Howell, Chapel Hill.....	3.00
J. G. Beard, Chapel Hill.....	5.00
Alice Noble, Chapel Hill.....	5.00
R. N. Mann, High Point.....	1.00
J. H. Aiken, Biltmore.....	1.00
Louise M. Venable, Chapel Hill..	5.00
Mrs. L. W. Clarke, Douglaston, L. I.....	1.00
B. N. Austin, Bassett, Va.....	1.00
Total.....	\$99.50

LEGAL SECTION

FREDERICK O. BOWMAN, I.L.B., *Editor*

Chapel Hill, N. C.

Narcotic Agent Imposter Apprehended

Retail druggists throughout the State will be glad to learn that the Federal authorities have finally succeeded in apprehending one R. E. Murphison, believed to be the imposter who operated in several eastern Carolina towns a few weeks ago under the name of W. E. Brinson, and by impersonating a federal narcotic agent induced a number of druggists and others to indorse his checks on the strength of his representing himself to be a government officer.

At one place the imposter showed his badge, at another a registration number, and still at another a supposed official card. He also claimed to be a graduate of a well known College of Pharmacy and to have been actively engaged in the retail drug business for a period of several years. Further, according to reports, he was thoroughly conversant not only with drugs and medicines but also with drug store problems which he discussed freely and with rare intelligence. In view of the above, it is understood how he was able to win the confidence of retail druggists and induce them to help him obtain money, which he stated he must have immediately in order to make purchases of narcotics from "bootleggers." And, after getting the checks cashed at the local bank upon the indorsement of the druggist, or in some instances by the druggist himself, he would later return with quantities of his purported purchases and get the obliging druggist to make an analysis for him. Having succeeded in his purpose in this town he would proceed to the next one and begin operations. Little or no significance was attached to his visits until the endorsers were notified by the local bank that the checks had been returned unpaid. It was then that the matter was reported to Hon. Gilliam Grissom, Collector of Internal

Revenue, Raleigh. Upon being advised by the authorities at Washington that no person by the name of W. E. Brinson was in the federal narcotic service, Mr. Grissom immediately prepared and mailed out a letter to all narcotic registrants in the State, more than four thousand in number, warning them against this man or any imposter who might wish either to check their records or to borrow money. At the same time, he notified every other district in the United States. This prompt action by Mr. Grissom is responsible, or largely so, at any rate for the arrest of R. E. Murphison, in Louisiana, who is believed to be the same person who operated under the alias W. E. Brinson in North Carolina.

Col. L. G. Nutt, Deputy Commissioner of Narcotics, Washington, D. C. in a letter to Mr. Grissom, on October 7th, advises of the arrest as follows:

"I am pleased to advise you that our office has succeeded in apprehending R. E. Murphison for impersonating a Federal narcotic officer at Lake Charles, Louisiana, on the 3rd instant. Murphison is believed to be the same person who fleeced a number of druggists throughout the country under the aliases of W. I. Bradford, Roy Dunn, W. E. Kemp, W. E. Brinson, W. D. Camp, R. E. Murphison or Murkinson.

"Our agents have been instructed to turn this man over to the agents for the Department of Justice at New Orleans, Louisiana, for prosecution, and to co-operate to the fullest extent with a view to prosecuting him unrelentingly."

In this connection, a retail druggist when waited upon by a federal narcotic inspector should ask him to show his credentials, unless he knows the inspector personally. The credentials are in the form of a small folder. On one side appears the photograph of the inspector with his signature inscribed across;

it. It is countersigned by the deputy commissioner of prohibition and bears the seal of the U. S. Treasury Department. On the other side there appears a statement of the law and the authority of the inspector to examine the narcotic records the retail druggist is required to keep.

Nebraska's Restrictive Sales' Law Invalid

The Supreme Court of Nebraska has recently declared unconstitutional the provision of the State Pharmacy law, enacted in 1927, restricting the sale of U. S. P. and N. F. preparations to places of business under the supervision of licensed pharmacists.

The case originally was against one Henry Geest, charged with practicing pharmacy without a license. The defendant operated a retail grocery and therein displayed, offered for sale and sold acetyl salicylic acid, a U. S. P. preparation, without having obtained a pharmacist's license from the state department of public welfare. "The trial court took the view that the statute was invalid as constituting an unwarranted interference with the right of the defendant to conduct a legitimate business, and tending to grant to licensed pharmacists a monopoly of the sale of many useful, harmless drugs and substances, and that the attempt to restrict their sale to that class of persons did not tend to promote public health or welfare, and for these reasons held the statute invalid and discharged the defendant." The State appealed to the Supreme Court, and the lower court was upheld.

The decision of the Court, in part, is as follows:

The record discloses that acetyl salicylic acid, or aspirin, is recognized and listed in the United States Pharmacopoeia and National Formulary. It is apparent from the record that, within the terms of the statute, defendant was practicing pharmacy without a license.

The U. S. P. is a book containing a very extensive list of drugs, and remedies, and is compiled decennially by a convention of delegates representing the American Medical Association, the American Pharmaceutical Association, each state association, and each state medical association, and representatives of the Army and Navy. Among the items listed in

the Pharmacopoeia are many articles of general household use, which are in themselves harmless but useful, (using the common instead of the scientific name) salt, soda, soap, mutton suet, rose water, glycerine, distilled water, olive oil, honey syrup, and many other articles, all of which, under the statute, are defined as drugs and may be sold only by a licensed pharmacist. From the evidence it appears that the items referred to in the U. S. P. are those which are chemically pure, and it is argued that only the chemically pure articles are to properly be termed "drugs" and subject to the statute. It occurs to the writer that it would be an anomalous situation if a grocer could sell salt, honey, syrup, olive oil, and other items of like character that were not chemically pure, without being subject to the statute, but would be subject to it if he sold such articles when chemically pure.

The courts generally agree that the police power is an attribute of state sovereignty, and, within the limits of the State and Federal Constitution, the State may, in its exercise, enact laws for the promotion of public safety, health, morals, and generally for the public welfare.

We have no doubt of the power of the Legislature to enact laws restricting to licensed pharmacists the sale of poisons, drugs, or medicines that are or may be harmful or deleterious, and that it may restrict to such persons the compounding of medicines and the filling of physicians' prescriptions. We think such power is generally recognized by the courts as a legitimate and proper exercise of the state's police power.

The legislature cannot, under the guise of police regulations, arbitrarily invade personal right or private property. There must be some obvious and real connection between the actual provisions of such measures and their assumed purpose!

In 19 Corpus Juris, 772, par. 5, it is said: The provisions of pharmacy acts which confer upon registered pharmacists the exclusive rights to sell patent or proprietary medicines and domestic remedies not compounded by them, without requiring such pharmacists to make any examination or analysis thereof, are not within the scope of the police power but are invalid as conferring a special and exclusive privilege.

Pharmacy acts which confer rights and privileges to vend proprietary medicines, without examination or analysis, or to give such pharmacists the exclusive sale of useful and harmless articles that may be sold and handled either in groceries or drug stores, have been held invalid in numerous cases.

We are not unmindful that the courts of New York, and, possibly, some other states, have apparently taken a different view; but it does not appear in the report of the decisions of the reported cases that the statutes under

consideration were as broad and sweeping as the Nebraska statute. A number of pharmacy acts that have been held unconstitutional by the courts of other states are not nearly as broad as the Nebraska statute; yet they were deemed to be an attempt to extend the police powers beyond its legitimate scope. We recognize the laudible purpose on the part of the legislature in enacting the Pharmacy Act, and, were it restricted so as to permit none but licensed pharmacists to sell medicines and drugs that are poisonous, dangerous, or deleterious to the public safety or health, or to such medicines as are prescribed by physicians, or require the pharmacist to make an analysis or inspection of the drugs and medicines by him sold and to certify to the purity thereof, we would have a different situation from that presented.

The Pharmacy Act under consideration permits the sale of patent and proprietary medicines by other than licensed pharmacists, but it purports to restrict to such pharmacists the sale of medicines and drugs listed in the United States Pharmacopoeia or National Formulary. There is no requirement that the pharmacist shall make an analysis or inspection of any of the drugs or medicines that he may dispense or sell. It is apparent that it does not tend to promote public safety or welfare to limit to registered pharmacists the sale of such articles as salt, soda, soap, distilled water, corn starch, lard, and many other useful and harmless articles that may as well be dispensed by a grocer as by a pharmacist. We do not wish to be understood as holding that aspirin is a harmless drug, or that its sale should not be limited to registered pharmacists, but we are confronted with the proposition that the act limits the sale of all "drugs and medicines," not only those which are poisonous, harmful, or deleterious, but, as well, those which are useful but harmless. No distinction is made in the act between distilled water, salt, soda, and other articles, equally useful and harmless, on the one hand, and strychnine, arsenic, and opium, on the other. The court may not make the distinction because that is a legislative function. The provision, conferring on licensed pharmacists the exclusive right to sell any of the articles listed in the United States Pharmacopoeia or National Formulary, must either stand or fall in its entirety.

It will not do to say that because the Legislature intended to promote the public health, safety, and welfare by the legislation in question, and that the sale of poisonous, harmful, or deleterious drugs and medicines should be restricted to licensed pharmacists, we should therefore hold the act valid. To do so would be to put it within the power of the Legislature to prohibit the sale of practically every article of merchandise except by licensed pharmacists. We think no one will contend that it would be within the scope of the police

power if the act purported to restrict to licensed pharmacists the sale of sugar, coffee, tea, or dairy products. If the act were so framed that we could eliminate from its operation those articles that are useful and harmless, and leave it in force as to those articles, when the public safety or health would be promoted, or calculated to be promoted, by restricting their sale to registered pharmacists, we would gladly do so. As the act is framed, however, we cannot differentiate and separate one class from the other. That is a legislative and not a judicial function.

We are constrained to hold that, in so far as the act limits to licensed pharmacists the sale of all articles listed in the United States Pharmacopoeia or National Formulary, it transcends the police power and is therefore invalid.

Regulation Gone Mad

The Greensboro *News* disapproves, and rightly, the fine imposed by a Raleigh magistrate upon a drug store proprietor because he served soda fountain drinks in glasses instead of in "sanitary" paper cups.

One of our pet hates is the drinking of coca cola or other beverages from paper cups, and we never submit to it if we can manage to obtain a glass.

Many years ago, in New York, one of our acquaintances was a young man who served as propagandist for the paper cup manufacturers. That was in the early days of the reform. This young man went about the country on his "campaign of education." He aroused the interest of doctors; stirred up legislators to the danger of all drinking vessels except those of the kind his employers were selling; and by clever devices procured the publication of articles in thousands of newspapers, preaching the doctrine that the public should be compelled to drink only from paper. He and those associated with him put the thing across.

No doubt the abolition of the common drinking cup in railway cars and other public places was a wise precaution, but the paper cup reform was carried to the point of absurdity. This is well illustrated by the case in Raleigh. The offending druggist, whose store is on the ground floor of the Sir Walter Hotel, has been using water from the hotel tank to wash his glasses at the same temperature at which glasses are washed in the Sir Walter kitchen. Yet he is forbidden to use

(Continued on page 116)

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

General News Items

Mr. E. W. O'Hanlon, past grand master of the Winston-Salem lodge, Independent Order of Odd Fellows, has been appointed by the grand master a member of the board of trustees of the Odd Fellows Home at Goldsboro.

Mr. John Young, of Wilmington, formerly with Wilson's Pharmacy in Greensboro, is now associated with the Mills Drug Co., of Charlotte.

Mr. G. L. Sewell, who was with the J. Hicks Bunting Drug Co., in Wilmington, for some time, is now with Futrelle's Pharmacy in the same city.

Mr. Frank T. Smith, of Franklin, has accepted a position with Perry's Drug Store in that town.

Mr. E. M. Davis, of Roxboro, is able to be back at his drug store for a few hours each day after an illness of several weeks.

Mr. C. W. Bynum, of Pittsboro, who has been with the Whelan Drug Co. in Durham for the past several months is now manager of the Whelan store in Greensboro, succeeding Mr. C. C. Seawell, resigned. Mr. P. L. Caldwell, of Gastonia, is also with this firm.

Mr. J. G. Hall, has made extensive improvements in his drug store in Oxford, which include a new tile floor. Mr. Hall's two sons are associated with him in the drug business.

Mr. L. D. Cain has disposed of his interest in the Edwards-Cain Drug Co., in Raleigh, to his partner, Mr. O. C. Edwards and the firm is operated as the Edwards Drug Co. Mr. Cain is now with the Whelan Drug Co., of Durham. Mr. B. G. Warren, who has been with the Wiggins Drug Store in Hayes-Barton, Raleigh, recently accepted a position with the Edwards Drug Co.

Mr. A. B. McLeod, of Angier, is now prescriptionist for the Morehead City Drug Co., in Morehead City.

The Lutz Drug Co. in Hickory has been remodeled and a number of improvements added.

Mr. P. A. Hayes, president of the Justice Drug Co., of Greensboro, attended the convention of the National Wholesale Druggists Association held at French Lick Springs the last week in September. Mr. Hayes was away for about two weeks.

Mr. L. B. Stacy, originally of Clover, S. C., is manager of the Patillo Drug Co., Inc., of Gastonia, succeeding Mr. R. C. Patillo who becomes manager of the Torrence Drug Co. in the same town.

The Fox Drug Co. in Aberdeen has been incorporated to operate a drug store. The incorporators are Mr. and Mrs. G. A. Charles and M. M. Johnson, all of Aberdeen.

Mr. L. B. Wheeler is now with Hutchins Drug Store, No. 2, in Winston-Salem.

Mr. J. J. Schafhausen is manager of Wilkins Drug Store in Asheville.

We regret to announce that Mr. F. O. Garren is confined to his home in Arden on account of illness.

Messrs. H. H. McKay and E. G. Willis have purchased from Mr. G. K. Grantham, Sr., the McKay and Grantham Drug Store, located on the Main St. in Gastonia. The new owners have already taken over the business with Mr. McKay acting as manager.

Mr. W. B. Gilbert, who has been living in Savannah for some time, has returned to Charlotte and is associated with Eckerd's Drug Store.

The Winston-Salem Drug Co. replaces the Cassell Drug Co. in the Twin City. Mr. K. W. Davis is manager.

Mr. O. G. Chalker is now with Taylor's Pharmacy in Winston-Salem. He was formerly with the Fairview Drug Co.

Mr. E. W. Howard, formerly of Garner, has bought the old Kirby Drug Store in Kenly and is operating it as the Kenly Pharmacy.

Mr. E. E. Murchison has accepted a position with Brown's Drug Store in Goldsboro. Mr. Murchison formerly owned the Murchison Drug Co. in the Wayne capital, which was recently sold to Messrs. C. H. and E. T. Beddingfield, of Clayton. A few weeks ago Mr. W. T. Andrews, of Goldsboro, bought the store from the Messrs. Beddingfield and is operating the business as the Cash Drug Co. with Mr. T. E. Smith as manager. Mr. Andrews is also the proprietor of the Andrews Drug Co. in Goldsboro.

A corporation has bought the drug store of the late **Mr. W. S. Martin**, of Canton. It is headed by **Dr. J. W. Smith** who has associated with him Messrs. **J. L. Jones** and **E. G. Barefoot**. Mr. Jones is manager of the store.

Mr. A. P. Carswell, of Winston-Salem, who has been with the Hart Drug Co. in High Point, is now with the Carolina Pharmacy of Charlotte. **Mr. G. E. Andes**, who recently received his license in this State by reciprocity, is also with this store.

Mr. J. B. Nelson, of Randleman, who passed the State Board last spring, has accepted a position with **Ed. Nowell's** Pharmacy in Greensboro.

We understand that **Mr. C. H. Milhouse** has purchased the College Pharmacy in Asheville and is planning to expand the business. He will make a number of improvements in the store.

Mr. T. W. Kendrick, of Charlotte, is now associated with **Bradsher and Bradsher Inc.**, in that city.

Mr. W. D. Tennant, Jr., who has been with the **Patterson Drug Co.** in Winston-Salem for the past year, has returned to his home in Asheville and is back at his old position with the Asheville Pharmacy and Laboratory Co.

Mr. W. H. Adair, of Hendersonville, is with the **Matton Drug Co.** in High Point.

Mr. H. E. Ress, of Lincolnton, has accepted a position with the **Yadkin Pharmacy**, of Salisbury.

Mr. Jas. Kerr, formerly with **Eckerd's**

Drug Store in High Point, is prescriptionist for the **New Drug Store** in Liberty. **Mr. J. N. Stamps**, of Yanceyville, succeeds **Mr. Kerr** at **Eckerd's**.

We understand that **Mr. R. G. Scruggs** is opening three drug stores in Asheville for the **Walgren Drug Co.**, a chain firm of Chicago. The **Carmichael Pharmacy** has been leased for a period of five years and a second store will be opened in Biltmore where **Aiken's Drug Store** formerly was located. The third store for the chain will be the present **Scruggs Drug Store**. Mr. Scruggs will be manager of all three stores.

Mr. G. G. Buchanan, of Greensboro, representative for **Parke, Davis and Co.**, has been assigned to Georgia territory. He is making his headquarters in Albany at 707 N. Jackson St.

A letter from **Mr. H. F. Jennings** states that he moved to **Salemburg** from **Fairmont** about two years ago and is assistant manager of the **Butler Drug Co.**

Mr. D. B. Browning is associated with the **T. C. McCall Drug Co.**, of Rocky Mount.

The **Service Drug Store**, of **Pinetops**, has been incorporated with an authorized capital stock of \$5,000 and subscribed stock of \$400. The incorporators are Messrs. **A. N. Wooten**, **H. O. Pearson**, **J. P. David** and **R. H. Patterson**, all of **Pinetops**.

The **Windsor Pharmacy** in **Windsor**, has recently installed a new **Frigidaire** fountain.

Mr. C. J. Wartman, of **South Hill Va.**, a graduate of the **University School of Pharmacy** and who has been with **Clanton's Pharmacy** in **Danville, Va.**, for some time, is now making his home in **Henderson** where he is prescriptionist for the **Wiggins Drug Store**. This is a new drug store in **Henderson** and is located where the **Paragon Drug Co.** formerly stood.

Mr. Coral M. Dennis is now prescriptionist for the **Stevenson Drug Co.** in **Shelby**. He recently received license in this State by reciprocity with Georgia.

Mr. Harry Moore, originally from **South Carolina**, is prescriptionist for the **Summers Drug Co.** in **Kings Mountain**.

The **Pinkney Drug Store** recently opened for business in **Gastonia**. The proprietor is **Mr. W. L. Rogers**.

Friends of **Mr. C. N. Barger**, who has been making his home in Baltimore, Md., for the past year, will be delighted to learn that he has returned to his native State. He recently purchased the Stanley Drug Co. in Oakboro and is operating the business as the Barger Drug Store.

Mr. F. H. Scroggs, of the Patterson Drug Co., of Wilson, sends us the following order which his store was called upon to fill the other day: Lie so a Liker fare cardushies; 20 team Bax 20 team Barox. After much questioning he found out that the party wanted Lysol (for douche) and 20 Mule Team Borax! Puzzles should be easy for druggists!

The day after receiving Mr. Scroggs letter we received the following note from **Mr. W. E. Hardee**, one of the proprietors of Hardees, Pharmacists, of Durham: "Although my years as a pharmacist have been few I have been requested to do many things of a varied nature. Here is my latest command! A customer came in and asked to speak to the druggist in charge. I immediately came forward, but I have to confess that I was quickly 'stumped' when I was requested to tune a 'Tenor Banjo' accurately. I thought for a moment, for I was determined to help the customer if I could. Then remembering the natural talent of the darkey race for music, I called in the negro porter and asked him if he couldn't help my customer. My request didn't worry him a bit, and with his musical ear he tuned the instrument to the complete satisfaction and joy of the owner of the banjo! I pass this experience on for the benefit of other druggists who may have similar requests!"

The name of Brady's Drug Store in Newton has been changed to the H. and W. Drug Co. This store was recently sold by **Mr. C. A. Brady** to Messrs. Gordon Wilfong and E. Haupt.

At a trustees sale the stock and fixtures of the Standard Pharmacy, of Elizabeth City, which was recently placed in bankruptcy, were bid in for \$4,000 by **Mr. C. L. Halstead**, of Norfolk, Va. Mr. Halstead was formerly operator of the pharmacy and held a lien of \$6,700 on the fixtures.

Mr. W. H. Blauvelt has resigned his posi-

tion with the Scruggs Drug Store, of Asheville, to accept a position with the Arcade Pharmacy in the same city owned by Messrs. **J. P. Adams** and **H. C. Painter**.

The Purcell Drug Co., of Salisbury, has purchased the Peoples Drug Co., located at Main and Innes St. in the same city. They will operate this pharmacy in addition to the original Purcell Drug Co. on W. Innes St., and the Purcell Drug Co., No. 2 in Statesville. **Mr. J. T. Dillehay**, of Southern Pines, has been placed in charge of the prescription department of the Peoples Drug Store, which will be known as Purcell Drug Co., Branch No. 2.

The Zebulon Drug Co., of Zebulon, has been incorporated by Messrs. **E. C. Daniel**, **L. M. Gould** and **M. B. Chamblee** with a capital stock of \$50,000 to do a wholesale and retail drug business.

Choate and Browne, Inc., is the name of a new drug store for Elkin. The pharmacy was recently incorporated by Messrs. **J. W. Choate**, **E. E. Browne**, and **D. C. Choate** to do a wholesale and retail drug business. The authorized capital stock is \$20,000 of which \$3,000 has been subscribed. Mr. Browne has been engaged in the drug business in Ronda for the past ten years and will be manager of the new store.

The Polar Line, published by Robt. M. Green and Sons, carried in its latest number a photograph of the "Antopolar" fountain installed in the Secrest Drug Co., of Monroe.

Mr. C. C. Layton, of Sanford, has moved to Raleigh where he is connected with the Sir Walter Drug Store, No. 3.

N. A. R. D. Report Lacking

We had hoped to carry in this issue a summarized account of the more important proceedings of the N. A. R. D. convention recently held in Minneapolis. So far, however, we have been unable to secure authoritative information with which to prepare such an account and we must with much reluctance refer our readers to the national drug journals for complete information about the valuable work done by the delegates attending the Minneapolis convention.

All Around the State

M. J. Leimkuhler, Reporter

Among the North Carolina druggists attending the meeting held in Atlanta by Messrs. E. R. Squibbs and Sons were: Messrs. I. W. Rose, of Rocky Mount; P. D. Gattis and W. W. Wiggins, of Raleigh; H. F. Coble, of Greensboro; J. A. Goode, of Asheville; Sam Welfare and Frank Lunn, of Winston-Salem; J. W. Pike, of Concord; R. L. Hart, of Southern Pines; and L. S. Saunders, of Wilmington.

Mr. and Mrs. B. T. Dawson, of Rocky Mount, had the misfortune to undergo an automobile accident while on their vacation in the north in the late summer. Their car collided with a truck on the outskirts of New Brunswick and was totally wrecked. Mr. and Mrs. Dawson were carried to a New Brunswick hospital and were confined there for several days. Mrs. Dawson's arm was broken, while Mr. Dawson received severe bruises and cuts that required fourteen stitches.

Poetry All the Rage

The keen eyes of Dr. E. V. Zoeller discovered the following verse in Jonathan Daniels column "Looking Both Ways" in a recent issue of the *News and Observer* under the caption, "The Advertising Muse":

"Poetry was all the rage with advertisers in both the *Raleigh Register* and the *North Carolina Standard*: P. F. Peseud, the druggist, needed a rhyming dictionary in 1859 but otherwise his poetry was darn near perfect. It went like this:

"Now, kind patrons and friends, wherever you live,

Your orders for drugs I will gladly receive,

And forward them to you in any direction,
Upon terms that will give entire satisfaction.

And if any of you owe me, or Peseud and Gattling,

By note or account, that I have asked you to pay,

Do send me the money and keep those from tattling

Who owe and expect me to pay every day."

The story, however, fails to say whether or not the appeal helped the collections.

U. N. C. School of Pharmacy Begins Thirty-Third Year

The University of North Carolina began its 135th year and the School of Pharmacy its thirty-third year on September 20. The enrollment is already larger than the total registration for 1928-29. Of particular interest is the fact that there is a growing interest in the four-year course leading to the degree of B. S. in Pharmacy. For the past three years pharmacy students have been voluntarily changing from the three-year course to the four-year one and this fall 19 of the 82 students registered are candidates for the B.S. degree. The registration of the School is distributed as follows: First year, 44; Second, 17; Third, 17; Fourth, 4. All of the students except five are from North Carolina. The states of South Carolina, Virginia, Maryland, and Pennsylvania each have one student enrolled and the District of Columbia has one student registered. The following have been chosen as assistants in the pharmaceutical laboratories: Messrs. H. E. Bolen, of Schoolfield, Va.; T. A. Libbus, of New Bern; L. E. Reaves, of Raeford; and C. B. Sears, of Whiteville. Mr. L. G. Barefoot, of Four Oaks, has been chosen assistant in the library.

For Sale

Well established and modernly equipped drug store in progressive South Carolina city of thirty thousand people—Part cash, part terms—A wonderful opportunity to get a good business. Address, "Owner," care of The Carolina Journal of Pharmacy, Chapel Hill, N. C.

New Drug Store for Raleigh

Mr. M. E. Dizor has opened a new drug store in the Capital City at the corner of Lane and Bloodworth Streets. Up-to-date new fixtures and soda fountain have been installed as well as a full line of new stock. The store is operated as Dizor's Pharmacy. Mr. Dizor is well known to the druggists of the State having received his license in 1917. He practiced his profession in Zebulon,

Louisburg, Mount Airy and Mount Olive until about the fall of 1925 when he went into the battery business in Raleigh. More recently he has been with the Sanderford Drug Co. in Raleigh. His many friends are wishing him much success in his new business venture.

Raleigh Druggist in Embarrassing Situation

The Raleigh Evening Times carries the following story about **Mr. R. E. Langdon**, of Wiggins and Langdon, Raleigh:

"The next time Ralph Langdon, Martin Street druggist, is asked to help open a balky door to an automobile, he intends to have proof that the person asking such help is actually trying to open the door of his own car. Henceforth he intends to be 'from Missouri.' "

"Sunday night one of Mr. Langdon's patrons sought his aid in opening the door of his car. They worked and worked. The key to the door was oiled and greased but would not fit. Finally Mr. Langdon suggested breaking a piece of the glass in the car door and thus finding a way to get in the car. This they did.

"Imagine Mr. Langdon's embarrassment when 'Bill' Morrow, linotype operator, came up and asked Mr. Langdon and the man Mr. Langdon was trying to help what they meant by such doings. All the while they had been tampering with the Morrow car thinking it was the car that belonged to 'Doc' Langdon's customers. Both cars are identical."

Goode's Drug Store to Be Remodeled

Mr. John A. Goode, owner of Goode's Drug Store, Asheville, has leased the three-story building in which his pharmacy is located for a period of 11 years and 3 months, commencing Dec. 31, 1930. At the present time the drug store occupies the first floor, basement and a small portion of the second floor of the building. The new lease covers the entire building. Mr. Goode will spend \$50,000 in the remodeling of the building and in the addition of several new departments and equipment. Among the departments to be added are surgical supplies,

bacteriological supplies and tests and special laboratory for stains and cultures. The prescription department will be enlarged and the proprietor also contemplates the addition of a tea room as well as the enlargement of the beauty parlor.

The Clique

We have just received a letter from a well known, well liked traveling drug salesman in this State with an enclosed clipping that in his judgment—and ours—is an answer in rhyme to the complaint sometimes heard that a clique, or "old group" dominates the affairs of the North Carolina Pharmaceutical Association.

"What is the clique? 'Tis those who attend,
All the meetings of the Convention; on whom we depend.

They never are absent unless they are sick;
These are the ones the grouch calls 'The Clique.'

"The ones who are never behind with their Dues.

Who come to the meetings and have their own views.

They'll serve on committees, and never say 'die';

'The Clique' are the ones who always get by.
'We all should be proud of members like these—

You call them 'The Clique,' or whatever you please.

They never attempt any duties to shirk;
They are 'The Clique' that do most of the work.

"But there are some people who always find fault,

And most of this kind are not worth their salt.

They like to start trouble, seldom will stick;
They like to put all of the blame on the 'Clique'."

Druggist Returns to the Profession

We are delighted to announce that **Mr. Van Wyke B. Elkins**, of Siler City, is again actively practicing his profession. Mr. Elkins was licensed as a pharmacist in 1914 and for some time practiced in Greensboro and Siler City. A number of years ago, how-

ever, he became interested in the insurance business and accepted a position with the Jefferson Standard Life Insurance Co. This spring he decided he wanted to return to the drug business and accordingly accepted a position as manager of the Wiggins Drug Store in Siler City. He is also continuing the manufacture of his mange remedy which he began about twelve years ago. He says that the product is meeting with marked success. Mr. Elkins recently re-affiliated with the N. C. P. A.

North Carolina Board of Pharmacy

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held at Chapel Hill, N. C., November 26, 1929 at 9:00 A.M. The examination will be held in the Pharmacy Building. Applications for the examination should be filed with the Secretary not later than ten days before the date of the examination.

For blanks or information write to

F. W. HANCOCK,
Secretary-Treasurer,
P. O. Box 910,
Oxford, N. C.

Marriages

News has just reached us of the marriage of **Mr. L. C. Lewis** and Miss Edna Bumgardner, both of Belmont, on May 12. Mr. Lewis is a graduate of the State University and is connected with the Belmont Drug Co.

Mr. and Mrs. William Wesley Whitaker, of Elkin, announce the marriage of their daughter, Pauline, to **Mr. Hoy Archibald Moose**, of Mount Pleasant, on the evening of August 20 at the Elkin Methodist church. Mr. Moose is the son of the late **Mr. A. W. Moose**, who conducted a drug store in Mount Pleasant for many years, and succeeded his father as the proprietor of the A. W. Moose Co. He also owns an interest in the A. W. Moose Co., of Albemarle. His brother, **Mr.**

W. L. Moose, is one of the proprietors and manager of this latter store.

Miss Willa Lou Mathewson became the bride of **Mr. Ernest Gaston Boysworth**, of Norwood, on September 3 in the Methodist church in Chapel Hill. Mr. and Mrs. Boysworth are both graduates of the State University. The young couple are at home to their friends in Chapel Hill.

The Virginia Pharmacist carries the following interesting item: Mrs. Eva Saint Sing has the honor of announcing the marriage of her daughter, Goldie Virginia, to **Mr. Harry Mitchell Arps** at Norfolk, Va., on July 5. Mr. Arps is originally from Plymouth and for a number of years held positions in drug stores in this State.

Mrs. John Gunter announces the marriage of her daughter, Alice Louise, to **Mr. Cleo Preston Whitford** on September 17 in Greensboro. Mr. Whitford is originally from Washington and graduated from the State University last June. After an extensive wedding trip Mr. and Mrs. Whitford are at home to their friends in Sanford where they have been extensively entertained.

Miss Frances Elizabeth Johnson and **Mr. James Fleming Lyon**, of Creedmoor, announce their marriage. The young couple are living in Durham where the groom is associated with the drug store of C. E. King and Son.

Much interest accompanies the announcement of the marriage of **Mr. J. S. LeGette**, of St. Pauls, to Miss Fay Leonard, of Shelby, which took place in Charlotte at high noon on October 7. Mr. LeGette is originally from Latta, S. C., and is a graduate of the State University School of Pharmacy. For the past several months he has been manager of the Wiggins Drug Co. in St. Pauls.

Announcement has been made of the approaching marriage of Miss Roberta Gilmour Sterling and **Mr. Eugene Brooks Hardin**, both of Wilmington, which will take place in the First Presbyterian Church, of Wilmington, on the evening of November seventh. Mr. Hardin is a member of a well-known family of North Carolina druggists, his father being **Mr. John H. Hardin**, one of the five living charter members of the N. C. P. A. He is a graduate of the State University and during his college career

took a prominent part in student activities. Since his graduation he has been associated with his father in the drug business at 126 S. Front St.

Births

Mr. and Mrs. Harry Stowe, of Charlotte, announce the birth of a son, Harry, Jr., on July 25.

Mr. and Mrs. C. N. Gunter announce the arrival of a son on July 9. Mr. Gunter, Sr. is prescriptionist for Maek's Drug Store in Durham and his son bears the name of his employer, Daniel McKay.

Mr. and Mrs. E. L. Reaves, of Asheboro, announce the arrival on June 18 of a son, Charles Adams. Both the father and grandfather of the young man are druggists and an uncle will graduate from the State University School of Pharmacy next June.

Mr. and Mrs. C. C. Fordham, Jr., of Greensboro, announce the birth of a son on September 18.

Deaths

Friends were shocked to learn of the death of **Mr. James A. Webb**, well known citizen and prominent business man of Wadesboro, on July 31. Mr. Webb's health had not been good for several weeks but he was ill for only about twenty minutes, death following an attack of angina pectoris. He was one of the largest stockholders in the Parsons Drug Co., of Wadesboro, and was connected with other business enterprises. He always took great interest in educational matters and had been a member of the board of trustees of the Wadesboro public schools for twenty years. He was educated at Oak Ridge and took the pharmacy course as well as two years of the medical course at the University of Maryland. Before moving to Wadesboro about twenty years ago he was manager of drug stores in Reidsville and Baltimore.

Mr. Jacob Fletcher Rosemond, druggist of Hillsboro, died suddenly from a heart attack on the evening of August 26. Mr. Rosemond received his license in 1918 shortly after graduating from the State University.

Since that time he has been connected with drug stores in Kinston and Hillsboro.

The death of **Mr. Seth J. Creech** occurred at his home in Kinston on September 7. He was originally from Benson and was licensed as a pharmacist in 1918. He practiced his profession in Benson, Sanford, Franklinton and Kinston. Since the fall of 1927 he had been connected with the Creech Drug Co., of Sanford.

It is with a feeling of sincere regret that we announce the death of **Mr. Floyd B. Souders**, of Fayetteville, on September 29, following a critical illness of seventeen weeks. Mr. Souders, who was in his 42nd year, was born in Clayton, Ill. His parents moved to Fayetteville when he was a small boy and he received his early education in the Fayetteville schools. Later he attended Purdue University and the University of North Carolina. He was licensed as a pharmacist in 1915. Upon the completion of his studies he entered the drug business in Fayetteville with his brother, **Mr. O. O. Souders**, under the firm name of Souders Pharmacy. He was closely identified with the social and business life of the community, having served as president of the Rotary Club, as chairman of the local Red Cross, and he was also closely identified with the work of the Masonic orders. He was a devoted member of the Methodist church. Mr. Souders had been a member of the N. C. P. A. since 1920. The Journal extends to his bereaved family sincerest sympathy.

LEGAL SECTION

(Continued from Page 109)

glasses while they may be freely and legally used in the hotel dining room.

The state board of health does well to require a cleanliness at soda fountains and to enforce the requirement by all the means at its command; but when it orders that all the cups at soda fountains must be of "sanitary" paper, while it permits the use of glasses in restaurants and hotels, it commits folly. This is regulation gone mad. (Chapel Hill Weekly.)

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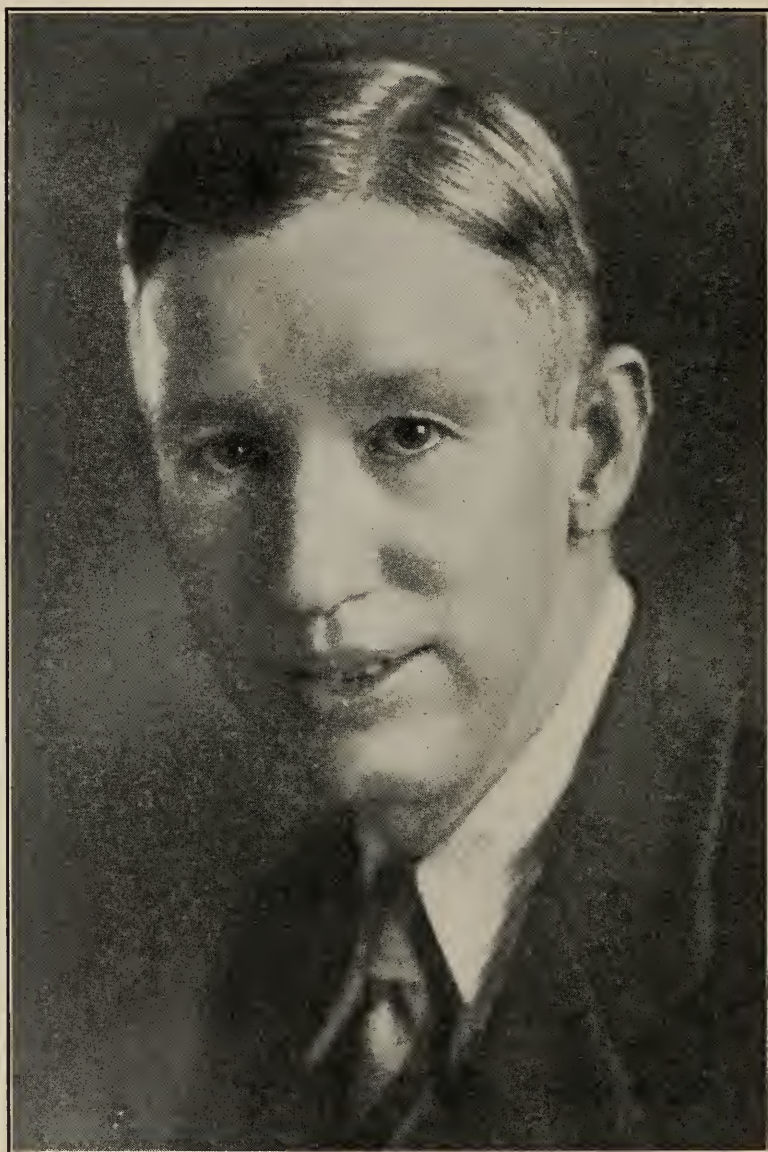
Officers of the North Carolina Pharmaceutical Association for 1929-30

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The 1930 meeting of the North Carolina Pharmaceutical Association
will be held at Raleigh, June 24-26.



JOHN CALVIN FERRELL, of Durham

John Calvin Ferrell

Some months ago the drug trade in North Carolina was shocked and grieved to learn that John Ferrell, of the Peabody Drug Co., in Durham, was seriously ill in a sanitorium in Southern Pines. No more eloquent evidence of popularity could have been shown than was then demonstrated by friends all over the State who sought anxiously for news of him and in countless ways proved their affectionate regard in his time of trouble. As the weeks wore on improvement came, and finally with the same plucky spirit and by the same patient endeavor that have characterized his whole life he won his way back to health, and this fall finds him once more back at his old job. Along with his numerous other friends we extend our congratulations not only to him but to the firm that felt so keenly his absence. As we set aside this page in his honor we are happy to give expression to a sentiment that we share with hundreds of druggists all over North Carolina: a feeling of gratitude over his recovery and of genuine liking for a man who has earned every good thing that ever came to him.

* * * * *

John Calvin Ferrell was born in Wake County, North Carolina, on January 27, 1882. Shortly, therefore, he will be celebrating his forty-eighth birthday. His parents were Andrew Green and Martha (Martin) Ferrell. The family moved to Durham when he was but a few years old, and it was there he received his early education and there he has remained, growing up with the place and identifying himself with its development.

Various duties occupied Mr. Ferrell's time until 1907 when he began his career as a wholesale druggist. In March of that year the Yearby Drug Co. was organized as a jobbing concern with Mr. W. M. Yearby (deceased) as main owner and manager, and with Mr. Ferrell as an assistant. On July 1, 1909, Mr. Yearby sold the business to Mr. H. R. Goodall (also deceased), and the name of the firm was changed to Peabody Drug Co. Mr. Ferrell was drafted into the new company and soon became manager of the establishment.

In the early days the Peabody Drug Co. was a small concern that was modestly housed and limited largely in its sales to the immediate vicinity of Durham. As time passed, however, the company extended its territory, added more and more men to its office and traveling forces, expanded its floor space, swelled its stock, and increased its earnings. Today it occupies a large, well appointed building that is admirably adapted for its purposes, and the firm enjoys a growing patronage and looks ahead to a splendid future. The point of this paragraph is that the Peabody Drug Co. is what it is today because John Ferrell has directed its fortunes. Every talent he owned, every ounce of energy he could command, was poured wholeheartedly into the development of the business. Success rewarded his efforts but he had given beyond his strength and in 1928 the breakdown came that was mentioned at the beginning of this sketch. Happily, however, he has regained his health and in the capacity of Sales Manager he is once more a vitalizing factor in the Peabody Drug Co.

On January 4, 1905, Mr. Ferrell was married to Miss Mamie Maud Petty, of Chatham County. Mr. and Mrs. Ferrell, with their two children, John C., Jr. and Marie, live at 404 Cleveland Street, Durham. They are communicants of the Presbyterian Church. Mr. Ferrell is a Mason, a Democrat, a highly esteemed citizen, and a man who enjoys the respect and the affection of a growing number of druggists throughout North Carolina.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Staying Open on Sunday

The druggists of Henderson recently petitioned for and received permission to keep their stores open on Sundays and sell anything they carry in stock except that during church hours in the morning and evening only drugs shall be dispensed. This action causes some criticism from unknowing persons who express the opinion that if drug stores may legally be retail outlets for general business on Sundays that other stores should be accorded the same privilege. They see a distinction without a difference in this so-called "preferential treatment."

The JOURNAL does not advocate the policy of drug stores staying open all day Sunday because it believes that efficiency of the sales force is seriously lessened because of the lack of proper rest, but it does defend the point that there is a decided difference between a drug store and a general store remaining open on the Seventh Day.

People are not exempted from illness on the Sabbath nor are they freed from the necessity of drugs. Furthermore there is no set time in the day during which they must have medicine, neither can their needs be anticipated in advance. It is a real satisfaction and comfort to the people of a community to know that in case of illness a convenient drug store is available for service and supplies; it is equally satisfying to physicians with prescriptions that must be filled without delay. This much of our argument will surely be granted even by laymen who are most opposed to Sabbath selling.

Now it costs money to keep a drug store open and ready for service. Overhead expenses go on whether one sale or a hundred sales are made. Even though only one prescriptionist is on duty, operating costs over and above light, heat, etc., must be figured in because of the lowered selling power of this one man who is working beyond the

limit of maximum endurance and efficiency. His producing power is lowered for the whole week and this fact means a sales loss for his store which is another way of saying that sales costs are increased. If the store is to stay open for the convenience of the public, it ought not to do so at a loss to the proprietor. Drug and prescription sales alone will not require even one man's entire time. If the store must be open all day and if retail prices on essentials for that day are not to be increased to provide reasonable profits, then other things than drugs must be sold. What other things? Since a manager can not block off his sales so as to secure just enough volume to justify staying open for Sunday service, he necessarily must sell anything called for. It may be perfume or candy or scores of other items not only carried by general stores but items which could just as well be purchased on Saturday or on Monday. If the public wants drug service on Sunday it ought to be willing to accept gracefully one or the other of two choices: either pay considerably more for drugs and prescriptions purchased on Sundays, or else recognize the peculiar difference between retail commerce in drug stores and in stores of a general character. To expect unlimited service on limited essentials is both unfair and impossible.

School Receives Interesting Gifts

The museum in the School of Pharmacy at the University of North Carolina has been enriched recently by gifts of two pieces of drug store equipment of olden years. Perhaps our readers will be interested in this news.

The first is an upright brass carbonating machine presented by Mr. Louis Walker, of Milton. Only older pharmacists have ever used or even seen such a machine since long

ago improved apparatus supplanted it in soda fountain equipment. The second gift is a large marble mortar presented by Mr. Henry T. Hicks, of Raleigh and was formerly used by the old Williams and Haywood Drug Store in that city. The mortar measures 18 in. across and is 10 in. deep. It weighs about 90 lbs. It was used for the heavy work of bruising and powdering drugs that was formerly required of pharmacists. It shows evidence of hard service and is another piece of equipment that has long since ceased to be a drug store necessity.

We wish that other druggists in the State would contribute to the museum equipment or materials that have a historical interest and importance. Gifts of this sort will be kept permanently with cards on them showing the name of the donor and will not only be appreciated by the School of Pharmacy, but will serve to illustrate practices of past generations of druggists. The curator of the museum takes this means of personally thanking Messrs. Walker and Hicks for their helpful contributions.

Carry the Store to the Customer

At the last meeting of the North Carolina Pharmaceutical Association held in Asheville, Vice-President Turner F. Currens, of the Norwich Pharmacal Co., addressed the delegates gathered there and took occasion among other things to stress the importance of druggists going after trade rather than waiting for trade to seek them. Mr. Currens advocated the plan of sending salesmen to the homes or offices of customers to act as demonstrators and order seekers. He cited several instances to prove the value of this form of salesmanship. As illustrative of this means of seeking trade we are struck by a plan of a New York retail clothing firm that goes after business along the lines suggested by Mr. Currens. Believing, for example, that a certain busy official might be in need of an overcoat, let us say, this firm sends a polite salesman to the office of the prospective customer with a carefully selected assortment of overcoats of the size needed by the customer. Many orders are secured in this way and new business is created for the firm. This sort of thing may or may

not be applicable to a retail drug business but it nevertheless illustrates the sort of thing Mr. Currens was dwelling upon—namely the importance of carrying the store to the customer rather than sitting back and waiting for the customer to come to the store. We believe that druggists could very well try out the plan on a small scale and prove its feasibility.

A Retailer Answers Mr. Bowers

Last month we published a courteous letter from Vice-President James B. Bowers, of the Owens and Minor Drug Co., which set forth his reasons for increasing the jobbing price of David's Sanative Wash. This month we are carrying a retailer's answer, thus presenting both sides of the question.

To the Editor:

I was glad to see the letter of Mr. Jas. B. Bowers, Vice-President of the Owens and Minor Drug Co., in the November issue of the Carolina Journal of Pharmacy in which he replied to an editorial in the October issue, relative to the advance in price of certain patent medicines. I thank Mr. Bowers for his frankness in stating that their reason for advancing the price on Dr. David's Sanative Wash from \$4.00 to \$4.80 per dozen was to permit his firm to put on an advertising campaign and before doing so they had advanced the dozen price eighty cents to take care of the extra expense. He mentions the fact that other manufacturers have done the same thing.

I have been wanting to see this sort of statement in the Journal for some time, but felt a hesitancy in making it myself. Since, however, Mr. Bowers has brought out the facts, I feel free to comment. I have handled and pushed the sale of David's Sanative Wash twenty-five years at fifty cents per bottle. Mr. Bowers stated in his letter that he had not had a complaint from his customers. I wonder how many hundred there are who feel as I do but have not communicated with him. If all retailers take the same attitude I do I doubt very much if an advanced price for an advertising campaign is a paying proposition.

The retailer is the "goat" in the price advancing business. Of course, the jobber has no trouble in passing the increase on, but the retailer has to absorb it or else hear grumbling and complaining and often gets into an argument with good customers, perhaps losing business thereby.

A large per cent of all patent medicines are sold to the laboring class of people. They are not financially or mentally acceptable to any advance in prices, especially in this day and time of price cutting and downward trend of prices on all classes of merchandise. As an evidence of

fair play in the price raising question I suggest that the manufacturer plainly print the retail price on the package so the customer can see it. I am wondering if they—the manufacturers—are not expecting the retailer to absorb the advance, which he often does, rather than listen to growls and complaints from our customers. I admit the advertising campaign may boost sales for awhile, but in the long run I believe that with many items the reaction on the retailer and buying public will counter-balance. For example, I am not selling half as many Doan's Pills as I did before the advance in price. Mentholatum has recently advanced in price and I am expecting a drop in sales on this product as a result.

In business good will is what counts. Manufacturers should want the good will of retailers. Retailers certainly want and must have the good will of their customers. Good will is hard to maintain if we are forced to be continually calling our customer's attention to advances in prices.

(Signed) CLYDE EUBANKS,
Eubanks Drug Co.,
Chapel Hill, N. C.

Uncle George McCauley Fund Increases

Since the publication of the last issue of the JOURNAL the following contributions have been received into the fund being raised to assist "Uncle" George McCauley:

Acknowledged in Nov. JOURNAL \$	99.50
W. B. Day, Chicago, Ill.....	1.00
J. R. Curtis, Kings Mountain....	1.00
Isaac E. Emerson,	
Baltimore, Md.	5.00
Kappa Psi Fraternity, U. N. C.	15.00
Anonymous Contribution	1.00
F. J. Andrews, Toronto, Canada	5.00
Roland L. Gooch, Oxford.....	1.00
M. W. Blades, Apex.....	1.00
M. C. Miles, Henderson.....	1.00
L. P. Brookshire, W. Asheville..	2.00
F. W. Hancock, Oxford.....	1.00
B. W. Walker, Rocky Mount....	1.00
F. O. Bowman, Chapel Hill.....	2.00
M. S. Burt, Apex.....	2.00
C. H. Beddingfield, Clayton.....	1.00
Total.....	\$139.50

Air-Minded Profits

As Told to Paul C. Olsen by H. Dale Kuhn, Pharmacist, of Shelby, Ohio, and Printed in *Till and Tilt*.

Whenever I hear an outsider speak enviously of the "great profits there must be in

the drug business" I am tempted to talk to him. Someone told him perhaps that the ingredients in a prescription for which he paid seventy-five cents cost only ten cents. He immediately presumes that the remaining sixty-five cents is all profit, not realizing that a large share of that margin must go to providing professional skill, not to mention, in addition, such items as rent, heat, light, taxes, insurance and so on. There may be left after all these expenses are paid a few pennies profit. I say there may be left advisedly.

Am I unfair in picking prescriptions? How about packaged goods, which are merely wrapped and handed over the counter.

Facts are much easier to understand than theory. Here is an actual example. Merchandise costs \$4.00 a dozen. It is to be retailed at fifty cents. I put the dozen on the counter. What happens? If my choice is a good one the merchandise starts to sell. I ring up half dollars. This money later finds its way to the bank. Does it stay there to enrich my bank account? No indeed, not yet at least.

The first eight fifty-cent pieces I receive go right out again to pay the wholesaler for the merchandise. If I do not sell eight out of the dozen, where does the money come from to pay the wholesaler? There is only one place it can come from.

Let's assume I'm lucky. Eight out of the dozen are sold. The money received is used to pay for the merchandise. When the remaining four of the dozen are sold the money received is not yet mine. I have expenses. In order to be equipped and ready to sell this and other merchandise I must provide a store in which to sell it, which means continuous expenditures for rent, light, heat, taxes, insurance and a charge for depreciation; and, in addition, I must provide salespeople and other services.

The only source from which the money can come to pay for these absolutely necessary expenditures is the merchandise I sell.

There are thus two ways in which the money I take in goes out. First, I must pay for my merchandise; the first eight sales will do that. Then I must pay the cost of carrying the merchandise and the cost of

selling it. These carrying costs in an ordinary store will run around 8 per cent of sales, and selling costs a total of 20 per cent more.

Twenty-eight per cent of the \$6.00 I take in is \$1.68. Eight sales gave me \$4.00 to pay for the merchandise. Three more sales bring me \$1.50 more. I am eighteen cents shy of enough money to pay my operating costs. Thus if and only if I sell the entire dozen do I receive any profit at all.

If I sell eleven out of the twelve, the money to pay the carrying and selling costs again has to be advanced from my supply of cash. The only way I can get it back and earn any profit at all on all twelve sales is by selling the twelfth package in the dozen!

What I have tried to make clear is that I pay first for the merchandise and then for the cost of carrying and selling it. If I do not take in enough to pay these charges, I am out of luck. My profits, if any, must always take a back seat for bills and operating costs. Is it any wonder that today the average druggist is a man with a cellar full of unsalable stock and a bank account which is as close to zero as anything can be?

I have made this detailed explanation of why cash profits do not accumulate faster because it seems to me many druggists have the idea that each time they sell a package of something, right then and there a profit is made. They figure like this. The sale is fifty cents. The merchandise costs thirty-three cents. Carrying and selling costs total fourteen cents leaving a cash profit of three cents. This would be true only if each and every purchase were made in twelfth dozen lots.

The facts of the matter are quite different however. While there are some items bought in twelfth and sixth dozen lots there are hundreds and thousands of items bought regularly in much larger quantities.

I have undertaken to explain why, in purchases of even relatively small quantities, the profits are not received in actual practice when each sale is made, but rather are locked up until all or practically all the unsold merchandise in a particular purchase has been sold.

In the example I used I deliberately chose the most favorable situation. The dozen was sold at the full price. Imagine the difficulty and risk in realizing cash profits if a large quantity is purchased at one time. What if some of the merchandise spoils or deteriorates and has to be sold at reduced prices? If all the purchase does not move promptly then extra carrying charges accumulate against it, reducing further the opportunity to realize cash profits.

Special Sales

By G. A. Iseley*

The value of Special Sales to your business can be easily summed up in a few words. SPECIAL SALES build volume, increase profits, win new customers and create good will.

Competition is the real cause of SPECIAL SALES and competition is the life of any business. There are very few towns of any size where retail dealers do not have *visible* competition and there are none where they do not have the more serious rivalry of the mail order house. This type of competition is most successful in communities where the local merchants, by agreement on prices, never give the buying public an opportunity to save money on bargain merchandise.

Practically all of the mail order, chain and cut-rate houses have their own line of controlled goods. They use open market "leaders" to attract trade and rely on their own controlled merchandise to make their profit. Customers who read the advertising section of papers and magazines as well as catalogues, are very quick to see the values offered in these open-market products and to take advantage of them. Their purchases are not limited to just these articles alone, but while they are buying they include other necessities which might be purchased at regular retail stores at the same price.

There is not a person of normal mind anywhere who, if given an opportunity, is not

(Continued on page 133)

* Presented before the Proprietors' Section at the Fiftieth Annual Meeting of the N. C. P. A. at Asheville, June 19.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Drug Stores Must Be Re-Registered and Licenses Must Be Renewed

Drug store permits expire on December 31, 1929. Under the provisions of the Drug Store Registration Law, Chapter 28, Public Laws of 1927, the owner or manager of every drug store or pharmacy is required to re-register his store with the North Carolina Board of Pharmacy on or before January 1, 1930. The fee is One (\$1.00) Dollar. It should accompany the application for re-registration.

Notice of re-registration together with form to be used in making such application has been mailed by Mr. F. W. Hancock, Secretary-Treasurer, of the Board, to every drug store in the State. Failure to comply with this requirement within the time prescribed imposes a penalty.

Likewise, every license to practice as a pharmacist, or assistant pharmacist, or permitted physician, expires December 31, 1929, and under the Pharmacy Law, you are required to make application for and renew the same on or before January 1, 1930. The fee in each instance is Five (\$5.00) Dollars. Notice to this effect has, also, been mailed to every pharmacist, assistant pharmacist, and permitted physician in the State, with an urgent request from Secretary Hancock that you renew your license and re-register your drug store promptly, in order to avoid payment of the penalty that will be imposed after the time limit has expired.

Settlement of Disputed Account

In a recent decision of the North Carolina Supreme Court, *Walston v. Copper-smith*, 197 N. C., 407, the Court held that "The acceptance by the creditor of a check stating thereon to be in full for a disputed account is a satisfaction thereof when there is no ambiguity in the transaction and nothing to show that its acceptance was upon a different understanding or agreement." Therefore, where a creditor accepts a check from a debtor marked "balance on account," the amount due on the account in dispute, the debt is fully satisfied and the creditor may not recover anything more, even though the check does not cover the amount actually due.

Chain Store Tax Suit Continued

After hearing testimony of the plaintiffs for two days as to why the "chain store" tax enacted by the 1929 session of the General Assembly of North Carolina should be

declared unconstitutional, null and void, Judge R. A. Nunn, presiding at the October term of Wake Superior Court, continued the case until November 25, to hear argument of counsel and to permit a transcript of the testimony to be made.

The joint suit entitled "The Great Atlantic & Pacific Tea Company et al., against A. J. Maxwell, Commissioner of Revenue of North Carolina," was heard without a jury and was instituted by seventeen of the largest chain-store corporations in North Carolina for the purpose of having passed upon and determined the validity and constitutionality of section 162 of the 1929 Revenue Act and to recover the moneys paid by each of the plaintiffs to the State under said section.

Over 1000 Stores Paid the Tax

The seventeen chain store organizations, which are parties to the suit, collectively operate a total of 654 stores in North Carolina. The first store of each being exempt,

they have paid the tax on 637 stores, and should the courts sustain the act, they will pay an aggregate tax of \$31,850 annually. Up to October 20, the Department of Revenue had collected the chain or branch store tax from 1,087 stores, or a total of \$54,350, which means that there has been collected from local merchants operating more than one store or from chain stores, who did not become parties to the suit, the sum of \$22,500. It is claimed that a great many retail dealers, who are subject to the tax, have not as yet paid it, and, therefore, this appears to lend weight to the statement, frequently made, that under the act, the State will collect a greater revenue from those stores doing business on local capital than it will collect from the strictly chain store corporations who are supposed to be operated on foreign capital.

Will Appeal to Supreme Court

Regardless of the decision of Judge Nunn in this matter, it is generally understood that the case will be appealed to the North Carolina Supreme Court and in the event the highest court of the State should uphold its constitutionality of the act, it is thought the plaintiffs will appeal to the Supreme Court of the United States.

Allegations of Plaintiffs

In their complaint, the chain stores alleged that the law levying the tax is a revenue Act pure and simple; that it was not intended to promote morality, health or public order, that the stores operated by them are similar in character to stores operated by other merchants of the State, who do not pay any tax under the act, and that the only difference between their stores and those operated by others being that they operate under the same general management, supervision or ownership, two or more stores, while other merchants operate under the same general management, supervision or ownership less than two stores.

They further claimed that none of the stores operated by them increase the fire hazard, endanger the health or morals of the community, nor require increased or additional police protection different from the stores operated by other merchants doing a

similar business but not subject to the tax. The complaint also states that there are many stores in the State not subject to the tax, who do a larger volume of business than that done by any one of their stores and that the difference in treatment is based solely upon the number of stores operated.

The complaint further alleges that the classification attempted by the law is not reasonable, is arbitrary, does not treat alike all firms similarly circumstanced, that it is oppressive and confiscatory and does not rest upon any ground of difference which has a fair and substantial relation to the subject of the statute; and that the enforcement of the statute would be a deprivation of both liberty and property without due process of law and would be a denial of the equal protection of the law.

Claim Tax Unconstitutional

Therefore, the plaintiffs allege that the law levying the tax is unconstitutional and null and void, and that it violates Section 3 of Article V of the Constitution of North Carolina which provides that the levying of all taxes shall be by a uniform rule, and they also allege that the law levying the tax is violative of Section 1 of the 14th Amendment to the Constitution of the United States which provides that "No State shall make or enforce any law which shall abridge the privileges or immunities of citizens of the United States, nor shall any State deprive any person of life, liberty or property without due process of law; nor deny to any person within its jurisdiction the equal protection of the laws."

Answer to the Complaint

In its answer to the complaint and as a defense to the action brought by the several plaintiffs, the State denied the allegations of the plaintiffs that the law was unconstitutional or that it was arbitrary, or that it was unreasonable in its classification and stated that there are such well known differences in the conduct of the chain store business as to require a specific designation in referring to them.

In substantiation of this allegation, the answer recites that business conducted by the plaintiffs is generally known as a cash

and carry business, whereas the ordinary mercantile business is carried on under different circumstances by methods essentially dissimilar and that they sell somewhat different types of goods.

The answer further sets out that operators of chain stores have a centralized and highly specialized organization which looks after and controls the business of each unit in the whole system, such as a central organization for accounting; displaying of merchandise and buying direct from manufacturer.

Proceeding, the answer to the complaint states that chain stores ordinarily sell only standard merchandise in order that it may be quickly disposed of and that by virtue of a quicker turnover, large volume of business, and the central management and control, that the chain store is able to procure a higher order of managerial ability in the centralized management of such stores than is the independent retailer operating only one unit and, further, that unsalable merchandise at one place can be sent to other stores in the chain where there is a demand for same.

The State made a good deal of the good-will accruing to chain stores that the independent store did not enjoy and defines good-will as "The disposition of a pleased customer to return to the store where it is well treated and purchase goods at cheap or reasonable prices." The answer states "There is a progressive development of this good-will for the stores within the chain located in North Carolina—such good-will as developed in North Carolina is of a special type—there is a greater interchange and movement of people within North Carolina than between this State and any other State—and as a consequence, the chain store system has a superior advantage over the independent dealer."

Chains Retard Local Communities

The answer further sets forth that there has been a tremendous increase in the volume of business conducted by chain stores, that they are constantly taking over business in various cities and towns and driving the

single unit store out of business, that the independent store is definitely established, that he comes in contact with his customers with whom he has a personal and close relationship, while the chain store business pays its employees small salaries and that they have no control over the operation of the business and further that funds received by such chain stores are transmitted daily or weekly to the headquarters of such stores in the larger cities and that the whole tendency is to concentrate power and business in the hands of a few and to retard or prevent the development of local communities.

For these and other reasons, the State contends that it is not only the right but the duty of the General Assembly to adjust taxation legislation so as to encourage initiative and competition and to discourage the monopolization of business, and that since chain stores constitute a distinct type of business, that the tax imposed is uniform in its nature since no tax is imposed upon one store whether it be a single unit establishment or part of a chain or branch store system. That the classification is neither arbitrary nor unreasonable and that the tax in no way offends against the State or Federal Constitutions. That the public policy to be adopted is for the determination of the General Assembly itself and that the act should be sustained. (*The Carolina-Virginia Retailer, November Issue.*)

Note:—This splendid article on the pending Chain Store tax suit, in which the contentions of the plaintiffs as to why the Act taxing chain or branch stores, and the contentions of the defense (Commissioner of Revenue) are set out, is carried for the information of the many Journal readers interested in the outcome of the litigation, a large number of whom have been required to pay the tax as operators of chain stores.

From a careful study of the arguments both pro and con, it appears to the writer that the plaintiffs have made a case, and it is his opinion that the provision of the Revenue Act in question will be declared unconstitutional.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Merry Christmas!

And once again the gladsome Christmas season rolls around and once again it is the pleasant privilege of the editor to wish for our readers the fullest measure of Christmas joy! We are glad that we still look forward to Christmas with almost the same happiness and with the same thrill that we felt when we listened for Santa Claus to drive Donder and Blitzen over our housetop. We hope that we will always welcome the approach of Christmas-time—that we may never grow too old to enjoy the Yuletide season with its home-coming of relatives and friends from afar, with its tinsel and its toys, with its Christmas trees and Santa Claus, with its gifts and carols while the chimes ring out and once more is told the story of the Christ-child of Bethlehem. As we look forward again to the holiday season we are wishing for our readers the very happiest Christmas imaginable and a prosperous New Year.

Eastern Carolina News

F. L. Bundy, *Reporter*

Born on October 18, to Mr. and Mrs. Frank G. Brooks, of Siler City, a son, Frank, Jr., weighing 9½ pounds. Mr. Brooks, Sr., is the popular manager of the Siler City Drug Co., of Siler City.

Mr. W. R. Johnson, of Raleigh, is now with the Clayton Pharmacy, of Clayton. Mr. Johnson was formerly with the Person St. Pharmacy and later with the Wiggins Drug Store, of Raleigh.

McK. Bryan's Pharmacy, of Elizabethtown, recently moved into a new store on the main corner in the town. Mr. G. P. Johnson, of Wallace, is prescriptionist for the firm, while Mr. Charlie Smith, of Lumberton, is the front man.

Mr. R. J. Boaz is connected with the College Pharmacy, of Greensboro, as prescriptionist.

Mr. J. E. Saintsing, of Danville, Va., has accepted a position with the Granville Drug Co., of Winston-Salem. Before going to the Twin City he was with the Hart Drug Co., of High Point.

Of interest to hundreds of friends over the State is the announcement that after forty years of active service in the retail drug business Mr. D. H. Hood has sold his interest in Hood and Grantham and Paul C. Hood and Co., both of Dunn, to his son, Mr. Thomas R. Hood. Mr. D. H. Hood will remain actively associated with the stores giving them the benefit of his long years of experience. Mr. Thomas R. Hood is one of the younger druggists of the State having received his license in 1925. He attended the University of North Carolina, obtaining the degree of Ph.G. there in 1923 and in 1924 was awarded the Phar.B. degree from the Philadelphia College of Pharmacy.

General News Items

Ed. Nowell's Pharmacy, of Greensboro has been incorporated to operate and maintain a drug store. The authorized capital stock is \$100,000 with subscribed stock \$4,500 by Edwin Nowell, Ila B. Nowell and P. C. Rucker, of Greensboro.

Robbers recently visited the A. W. Moose Co., in Mount Pleasant. The thieves entered the store through a window after the bars had been prized apart with an automobile jack. The safe was opened and a small amount of money stolen. Cigars and cigarettes were also taken and the narcotic case was broken into.

Mr. R. P. Lyon, owner of drug stores in Wadesboro and Charlotte, has purchased Mullen's Pharmacy in the latter city. The

store will be operated as Lyon's Pharmacy with Mr. Lyon as manager.

Mr. W. C. Cherry is with the Camel Drug Co., in Winston-Salem.

On October 25 **Mr. L. S. Sullivan**, formerly with Ingram's Pharmacy in High Point, accepted a position with the Whelan Drug Co., in Greensboro.

Mr. W. C. Porter has opened a new drug store in Greensboro under the name of the Porter Drug Co. The pharmacy is in the neighborhood of the North Carolina College for Women and **Mr. C. C. Seawell** is in charge of the prescription department.

Mr. J. T. Boone has sold his interest in the East End Drug Co., of East Durham to Messrs. **J. R. King** and **T. J. Mathes** and has severed his connection with the pharmacy. We understand that the prescription department of the store has been discontinued and that it is now being operated as a soda shop.

Mr. W. P. Phillips, originally of Morehead City, is making his home in Charlotte where he is connected with Bradsher and Bradsher, Inc., located at 1821 Parkwood Ave. His residence is at 403 Dowd Road. **Mr. Archie Gamble**, formerly with the Funderburk-Gamble Drug Co., in Monroe is now with Bradsher and Bradsher Drug Store No. 1.

The Secretary of State has announced the incorporation of the Green Cross Drug Co., of Sanford to carry on the business of druggists, chemical manufacturers, etc. The authorized capital stock is given as 1,000 shares common, no par value stock and \$50,000 preferred; subscribed stock, 40 shares common by Messrs. **C. L. Scott**, **A. L. Scott**, **M. S. Snipes**, and others, of Sanford.

Mr. W. W. Smith has severed his connection with the Peoples Drug Store in Charlotte and is now with Eckerd's Cut Rate Drug Store in the same city.

Mr. and Mrs. F. L. Bundy, of Raleigh, are now making their home at 2232 The Circle, Hayes-Barton, Raleigh. They state that they hope their friends will always look them up when they are in Raleigh. **Mr. Bundy** is a popular representative for the Norwich Pharmacal Co.

Mr. V. D. Lea, formerly with the Carolina Pharmacy in Charlotte, is now a narcotic inspector in this State.

We understand that **Mr. D. W. Foster**, of West Asheville, has accepted a position with Missildine's Pharmacy in Tryon. For several months **Mr. Foster** has been connected with a Washington, D. C. drug store.

Mr. C. W. Ellington, of Raleigh, is with Mack's Drug Store in Durham.

A temporary receiver has been appointed for the B. H. Thomas Drug Store, Inc., of Durham. The order was signed in accordance with a request made by Mrs. Sallie Thomas, administrator of the estate of **Mr. B. H. Thomas** in a complaint against the B. H. Thomas Drug Store filed in the office of the clerk of the superior court. In the complaint it is set forth that the stock of the store has run down and there is not sufficient funds to replenish it and to conduct the business. It is also stated that there are outstanding debts on the concern amounting to approximately \$4,000.

The Edgecombe Drug Store, of Tarboro, was entered on the night of November 4 by thieves who stole \$8.00 or \$10.00 in money and two expensive kodaks. The entrance was made through a rear door by the use of a crow bar. There is no clue as to the identity of the thieves.

The Journal acknowledges with appreciation photographs of the window displays of Perry's Drug Store in Franklin during Pharmacy Week. The pictures were sent us by **Mr. Frank T. Smith**, prescriptionist for the firm.

The October number of the *Journal of the A. Ph. A.* carries as a frontispiece a full page photograph and a sketch of **Dr. E. V. Zoeller**, the Honorary President of the American Pharmaceutical Association for 1929-30 and a druggist who "has owned and conducted a pharmacy for more than half a century, esteemed by his fellow citizens and held in high regard as pharmacist by physicians and patrons."

Mr. M. S. Burt, of Holly Springs, is now located with the A. V. Baucom Pharmacy in Apex.

Mr. Alden Hobbs, of J. E. Hood and Co., of Kinston, sends us an order that looks

like hieroglyphics. The words are almost on top of one another and the order seems to read Byeo Rial Merede. He tells us that Bichloride Hg. Tablets were wanted.

Attend the N. A. R. D.

Through an oversight we failed to make mention of the fact that **Mr. and Mrs. J. A. Goode**, of Asheville, and **Mr. and Mrs. C. L. Eubanks**, of Chapel Hill, attended the last convention of the N. A. R. D. held in Minneapolis. They report a very interesting and instructive meeting as well as an entertaining one with over one thousand delegates in attendance.

Letters Unclaimed

Letters mailed to the following subscribers have been returned unclaimed: **Messrs. W. R. Wilkins**, Charlotte; **G. W. C. Rush**, Raleigh; **T. L. Mullen**, Charlotte; **J. A. Bland**, North Wilkesboro; **V. D. Lea**, East Durham; **T. R. Carothers**, Asheville; **P. B. Henley**, Fayetteville; and **A. D. Walker**, Washington, D. C. We should like to get in touch with these Journal subscribers and we shall appreciate any information that can be given about their whereabouts.

With the 1929 Graduates

The 1929 graduates of the University of North Carolina School of Pharmacy are scattered far and wide engaged in the practice of their profession. **Mr. W. C. Barnwell** is in Reidsville with the Ellington Drug Co., **Messrs. J. W. Harrell** and **D. P. Chamblee** are in Virginia, the former with the Peoples Drug Store in Norfolk, while the latter is connected with the pharmacy of his brother, **Mr. J. W. Chamblee**, which is located at 2225 Hanover Ave. Richmond, and is operated as Chamblee's Pharmacy. **Mr. H. E. Whitley** is with the Horton-Jones Drug Co. in Monroe. **Mr. D. B. Browning** is prescriptionist for the McCall Drug Co., in Rocky Mount, while **Mr. C. R. Hoggard** has been with the Wiggins Drug Store in the same town but recently moved to Norfolk, Va. **Mr. J. B. Connell** is with Bobbitt's Pharmacy in Winston-Salem. Immediately after graduation **Mr. F. W. Dayvault** accepted a position with the

Geo. C. Goodman Co. in Mooresville. **Mr. A. A. Koonts** was in Chapel Hill during the summer months, but is now with Joiner's Drug Store in High Point. **Mr. J. T. Dillehay** has been with the Peoples Drug Store in Salisbury but is now with The Broad St. Pharmacy in Southern Pines, and **Mr. J. B. Nelson** has been with Ed. Nowell's Pharmacy in Greensboro for some time. **Mr. C. P. Whitford** was with the Hickory Drug Co. in Hickory until the early fall and we understand that he is now with Hart's Pharmacy in High Point. **Messrs. T. A. Libbus** and **H. E. Bolen** are back at the University as candidates for the degree of B.S. in Pharmacy. We have been unable to find out where **Messrs. T. A. Curtis** and **J. F. Koonce** are located, but we understand that Mr. Koonce is in Lawrenceville, Va.

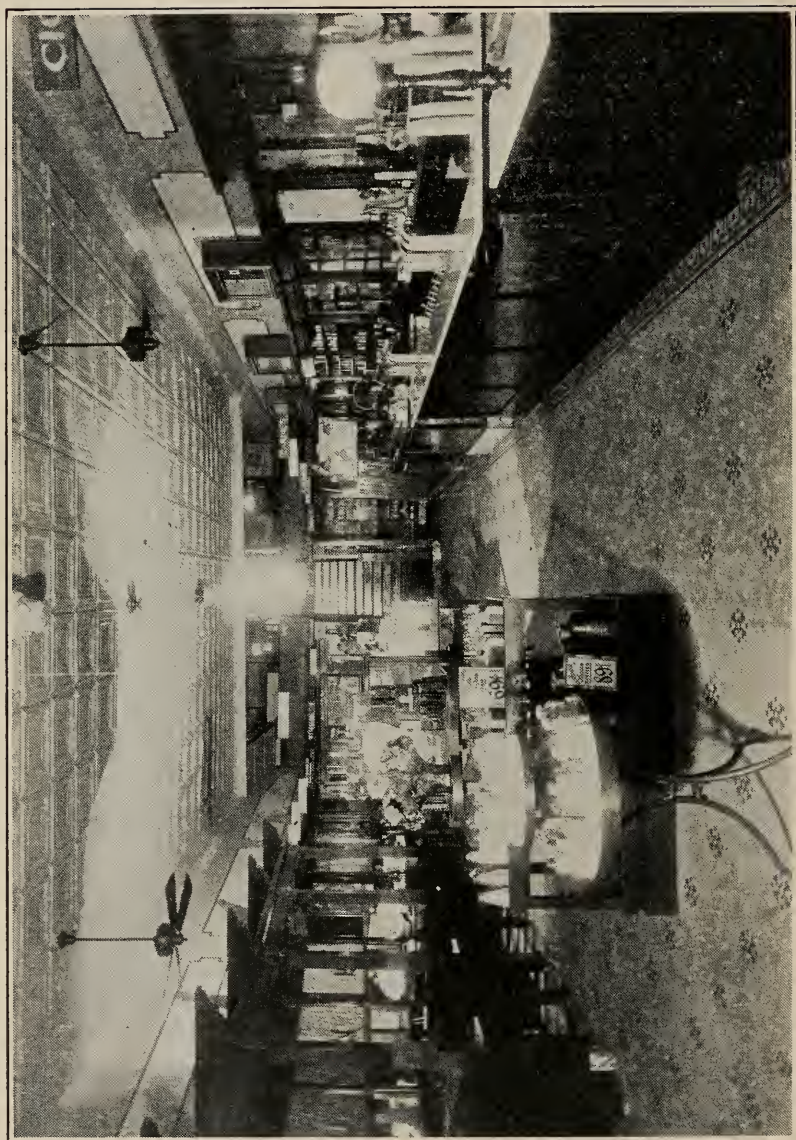
Temple Drug Co. Suffers Heavy Loss

Fire which gutted two two-story buildings at 214 and 216 North Queen Street, Kinston, early on the morning of October 26 wiped out the businesses of the Temple Drug Co. and two other firms of the city. The damage to the structures and stocks was conservatively estimated at \$47,500. Smoke and water caused damage in adjoining buildings, one of which was the Lenoir Drug Co. The blaze was believed to have started from an unascertained cause in the first floor ceiling or second story of the building occupied by the Temple Drug Co. Water caused a heavier damage than the flames, as the firemen were compelled to flood the structures to check the stubborn blaze. The rear walls were badly damaged and the interior ruined. **Mr. Jack Temple**, the owner of the Temple Drug Co., was probably the heaviest loser as his stock inventoried at more than \$25,000 and nothing was saved. He carried \$10,000 insurance.

McKesson and Robbins Buys Drug Company

The following news item from Portland, Oregon, published in the *Wholesale Druggist*, will be of interest to Journal readers:

"The Mutual Wholesale Drug, Inc., composed of some 100 retail druggists doing business in Portland and throughout Multnomah county announce that they have become



THE KIBLER DRUG COMPANY, of Morganton

affiliated with McKesson and Robbins, Inc. The Mutual Wholesale Drug, Inc., will be consolidated with the Pacific Wholesale Drug Co., recently opened here. Stock and equipment will be consolidated in the new plant at Fifth and Everett Streets, which was opened for business here on August 10."

Rho Chi Establishes Chapter at ^{D. 9} U. N. C.

Officials of the University of North Carolina have received an announcement from the national president of Rho Chi, honorary pharmaceutical fraternity, that the organization has authorized the establishment of a chapter at the University. It will be installed some time during the fall by a member of the fraternity from a neighboring institution. There will probably be about ten charter members. As Rho Chi has only ten chapters in this country it is quite an honor that the fraternity has selected the University for the establishment of a chapter. The University of North Carolina chapter will be designated as Xi Chapter.

The Kibler Drug Co.—A Beautiful Pharmacy

On the opposite page we are showing an interior view of the Kibler Drug Co., of Morganton, which has just been extensively remodeled. The store is one of the most beautiful pharmacies in the State. It is modern in every detail and is also most artistic. A formal re-opening was held in the early fall to which invitations were issued over the entire county. Hundreds responded and during the entire day the store was crowded with visitors. An orchestra rendered music and refreshments of ice cream, furnished by Southern Dairies, and fruit punch, supplied by the Fruito Co., of Elmwood, were served to all guests of the store. Favors in the form of surprise bags were presented to the visitors and cigars, supplied by the Carter-Colton Cigar Co. and the Barbee-Clark Cigar Co., were given to the gentlemen attending the opening, while Mr. R. Alexander supplied the ladies with McPhail candy.

A JOURNAL subscriber attended the opening and he is most enthusiastic about the

appearance of the pharmacy. The fixtures were made by the Morrison Mfg. Co., and are of mahogany. The soda fountain, 18-ft. long, is a "Knight," the color blending with the fixtures. The latest improvements in fixtures are used and they include a Frigidaire candy case. Each of the toilet lines are well displayed in a separate compartment which is attractively lighted. The store is well ventilated and the electric fixtures are very attractive. On the balcony there is a ladies waiting room, an office, and space for a beauty parlor which will be equipped and opened this month. On the second floor is a neatly and conveniently arranged stock room.

The proprietor of the store is Mr. R. E. Kibler, who was licensed as a pharmacist in this State in 1907 immediately after having graduated from the University of North Carolina with the degree of Ph.G. Mr. Kibler made the highest average in his class while at the University and was awarded the Bradham Prize. He also served as student assistant in the laboratories. The JOURNAL congratulates him on his new store and wishes for him every success.

Welcome to the New Members

During the summer months Attorney F. O. Bowman has been journeying over the State in the interest of the Association. Due to his efforts a large number of new members have been secured for the North Carolina Pharmaceutical Association. The JOURNAL takes this opportunity to welcome these druggists into the organization and to introduce them to their co-workers. The new members are:

Regular Members

H. A. Ackerman.....	Winston-Salem
W. J. Adams.....	Murphy
G. E. Andes.....	Charlotte
J. L. Baker.....	Louisburg
M. R. Barnhardt.....	Rockwell
C. H. Berryman.....	Burnsville
E. W. Blythe.....	Brevard
D. B. Browning.....	Rocky Mount
J. R. Curtis.....	Kings Mountain
J. T. Dillehay.....	Salisbury
Van. W. B. Elkins.....	Siler City
C. H. Fleming.....	Raleigh

J. M. Fleming.....	Waxhaw
L. B. Grantham.....	Asheville
F. L. Hooper.....	Sylva
Sam Jenkins	Walstonburg
R. P. McNeely.....	Ponca City, Okla.
G. W. Markham.....	Greensboro
F. P. Meroney.....	Andrews
W. D. Merriman.....	Charlotte
M. B. Mintz.....	Southport
R. S. Morgan.....	Spruce Pine
W. H. Morriss.....	Roxboro
J. B. Nelson.....	Greensboro
E. B. Perry.....	Littleton
C. O. Pickard.....	Mebane
B. R. Phifer.....	Monroe
J. B. Pickelsimer.....	Brevard
W. L. Rogers.....	Gastonia
C. F. Shelton.....	Chadbourn
V. F. Smith.....	Greensboro
J. N. Stamps.....	High Point
L. B. Stacy.....	Gastonia
B. F. Stone.....	Lumberton
J. B. Threatt.....	Durham
H. W. Walker.....	Norlina
W. L. West.....	Roseboro

Associate Members

C. A. Almond.....	Wilmington
E. G. Barefoot.....	Canton
T. S. Barnes.....	North Wilkesboro
J. A. Bass.....	Wilson
R. M. Brame, Jr.....	North Wilkesboro
E. E. Browne.....	Elkin
Robt. G. Garland.....	Hight Point
J. Frank Greene.....	Bakersville
F. W. Heslip.....	Wilmington
J. F. Johnston.....	Mooreville
Weldon C. Matthews.....	Morehead City
F. B. Maus.....	Greensboro
W. E. Michael.....	Asheville
J. E. Perry.....	Franklin
G. R. Ratchford.....	Gastonia
R. S. Rittenbury.....	Bailey
W. N. Robertson.....	Laurinburg
W. S. Rush.....	Candor
B. C. Sheffield.....	Warsaw
W. D. Welch, Jr.....	Wilmington
R. E. Young.....	Asheville

Kappa Psi Pledges

The Beta Xi Chapter of the Kappa Psi fraternity, located at the University of North Carolina, announces the following new

pledges: **Messrs. A. T. Griffin**, Pinetops; **K. T. White**, Louisburg; **W. S. Crouch**, Spray; **F. B. Ham**, Greensboro; **M. L. Cline**, Granite Falls; **A. D. Edens**, Maxton; **C. S. Curry**, Lexington; and **L. R. McLellan**, Godwin.

Huge Chain Announced

The news despatches for November 22 carried the following interesting item:

"A nation-wide chain of wholesale drug stores having affiliations with 20,000 independently owned retail druggists was announced today by Robert R. Ellis of the Hessig-Ellis Company, Memphis. The plan involves consolidation of the Memphis Company with Mutual Drug Company, of Cleveland, of which Frederic T. Roosa is president.

"The Mutual Drug Company, a wholesale company operating on a mutual co-operative basis, has expanded in 20 years from Cleveland to Chicago, Pittsburgh, Detroit, Indianapolis, Kansas City and Columbus.

"Twenty-two wholesale drug houses were said to have already signed up with the Mutual's expansion move. Executives contemplate 50 affiliated wholesale units."

Engagements

Mrs. James Brewer Powell, of Oxford, announces the engagement of her daughter, Mary Elizabeth to **Mr. Samuel Cannady Hall**, the wedding to take place in January. Mr. Hall graduated from the State University in 1924, receiving his license the same year. Since that time he has been associated with his father in the drug business in Oxford.

Marriages

Mrs. Sidney Sutton announces the marriage of her daughter, Sarah Anne, to **Mr. James Ellis Sparks** in Hertford on October 20. Mr. Sparks is originally from Robersonville and graduated from the State University in 1926. He passed the State Board the same year and since the fall of 1927 has been with Feilds Drug Store in Hertford.

Of interest is the announcement of the marriage of Miss Magenta Lassiter, daughter of Mr. and Mrs. D. C. Lassiter, of Fairmont, to **Mr. Paul H. Thompson** on the morning of November 2 at the home of the bride's parents. Mr. Thompson is one of the pro-

prietors of the Fairmont Drug Co., and both he and his partner, **Mr. W. R. Taylor**, are life members of the North Carolina Pharmaceutical Association. He holds the Ph.G. and P.D. degrees from the State University.

Miss Viola Edwards, of Lumberton, and **Mr. Joseph Neal Stamps**, of High Point, were married in Lumberton on the afternoon of November 17 at the home of the bride's parents, Mr. and Mrs. W. F. Edwards. The bride is a graduate of Lumberton high school and also attended Mars Hill college. Mr. Stamps is a graduate of the State University and now holds a position as registered druggist with Eckerd's drug store in High Point. After the wedding, the young couple left for a bridal tour, following which they will be at home in High Point.

Births

Mr. and Mrs. Jones Douglas Bain, of Sylva, announce the arrival of a son, Jones Douglas, Jr., on October 21. The father of young Bain is originally from Wendell, but has been connected with the Sylva Pharmacy, of Sylva, since the summer of 1924.

EDITORIAL SECTION

(Continued from page 123)

eager to save money, and if customers are to be denied this by their home town merchants, they will surely study catalogues and advertising sections of newspapers and magazines as well as patronize chain and cut-rate stores to find splendid opportunities to save money on standard products which are accurately described. Incidentally, these descriptions contain far better selling talks than are used by the average local merchant and his selling force. This can all be overcome by giving customers occasional SPECIAL SALES which, by a little planning, can be arranged without financial loss to the merchant.

There are certain times during the year when retail business is very dull. When this occurs, it stands to reason that the wholesale business is also dull. Then the wise manufacturer who wants to retain his superintendents, foremen and skilled workers, endeavors to produce certain numbers to cover operating costs. The manufacturer who does this makes a profit because he holds his organization together and keeps down overhead.

The same can be true of the retailer, if when he experiences a slump in business, he avails himself of the reduced prices offered by the manufacturers at this time and offers his customers real saving prices thus increasing his sales volume and at the same time holding down overhead.

Careful attention must be given window displays for SPECIAL SALES. Keep your windows attractively decorated and filled with market leaders and placards showing a liberal cut in prices. This is a sure way of attracting the attention of local customers and it shows then that special prices may be obtained on standard goods right in their home town and from their regular merchants. Soon they feel confident that their local merchant will give them the benefit of the lowest possible prices for SPECIAL SALES. They will watch for them and form the habit of coming to your store and habit is a great thing.

While some newspaper advertising is very essential to good business, it will pay any retail firm to spend in this manner, only a part of their appropriation for this item, for far greater business will result from letting the buying public understand that you are giving them reduced prices on standard goods as *your* way of advertising. In other words, your customer makes money on your SPECIAL SALES while you also improve your business.

7% EXTRA

DO YOU GET ALL THE PROFIT YOU MIGHT MAKE ON CAPUDINE

Buy a \$20.00 lot from your wholesaler, send his invoice to the Capudine Chemical Company at Raleigh, and you will receive bonus check for 7% of Capudine purchased—if \$20.00 or more—and the jobber's invoice will be returned to you with the check.

This in addition to all cash and trade discounts given you by your wholesaler.



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The 1930 meeting of the North Carolina Pharmaceutical Association will be held at Raleigh, June 24-26.



CHARLES McDONALD ANDREWS, of Burlington,
Assistant Secretary-Treasurer of the North Carolina Pharmaceutical Association.

Charles McDonald Andrews

Twenty-odd years ago I asked the late Mr. T. R. Abernethy, of Newton, who had been the best clerk he ever had during his fifty years' experience as a druggist. Without stopping to reflect even for a minute he answered "Charles Andrews, who succeeded you when you left for college." This was a real tribute, spoken by a man never given to exaggeration and one who knew a good clerk when he saw him. Just a bit piqued by his reply (because I thought I had made him a rather good clerk myself) I asked what unusual qualities this successor of mine possessed. As nearly as I can remember he said: "Strict honesty, earnest and able effort, reliability, quickness, and a sincerely friendly nature." I heard substantially the same story about Charles Andrews when I came to the State University where he had just graduated the year before. During the years that have passed I have continued to hear about him; have watched him; have worked with him in the Association. Always I get the same sort of story—receive the same kind of impression. Hard worker, able, sincere, conscientious—these are the qualities with which he made good in college and which have been characteristic of his work ever since.

* * * * *

Charles McDonald Andrews, now of Burlington, was born at White Cross, in Orange County, N. C., on October 4, 1885. His father, Samuel Weldon Andrews, was for many years sheriff of the county and is now a merchant in Chapel Hill. His mother, who died several years ago, was Miss Robena Tilley before her marriage. While he was still a boy the family moved to Chapel Hill and in the local schools he received his preliminary education. When only twelve years of age Mr. Andrews began his career as a pharmacist by accepting employment in the Yearby Drug Co., in West Chapel Hill (now Carrboro), under the management of Mr. E. S. Merritt. He was with this store until 1900 when he entered Catawba College, then at Newton, N. C. When he finished his course at Catawba in 1902 he returned to his old position under Mr. Merritt, remaining there until 1905 when he registered as a pharmacy student in the University of North Carolina. In 1907 he was graduated with the degree of Ph.G. and was licensed by the State Board. While at Catawba College Mr. Andrews became known to and liked by Mr. T. R. Abernethy, and the latter offered him a job as soon as the results of the Board examinations were announced. That he was successful as a prescriptionist there is attested by the opening paragraph of this sketch. Wishing to engage in business for himself and wanting also to be nearer home, Mr. Andrews moved to Hillsboro after a few months and opened the West End Drug Co. There he remained for almost twenty years, or until June 1, 1926, when he sold out his business, moved to Burlington, and bought chief interest in the drug store then owned by Mr. J. L. Henderson. The store was continued under the same name—Burlington Drug Co.—and as Secretary-Treasurer and Manager Mr. Andrews is giving his entire time to the business.

On December 30, 1907, Mr. Andrews was married to Miss Dora Danna, of Newton. Two children, Charles Danna and Mary Carolyn, have been born of this union. The family belongs to the Baptist Church.

Mr. Andrews joined the N. C. P. A. immediately upon becoming licensed as a pharmacist in 1907 and has continued his membership ever since. He has held several important committee assignments and was elected Assistant Secretary-Treasurer when that office was created in 1924. He is still serving in the same capacity. He is also a member of the American Pharmaceutical Association.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Quick Sales, Larger Profits

Twenty-seven cents out of the average dollar taken in over the counters of the average drug store goes to pay overhead charges. Assuming that the article sold costs 65c, this leaves 8c net profit made on the transaction. Every druggist knows this, but how many know also that such a result is only obtained if the article is sold *within ninety days after it comes into the store*. Each month it stays on the shelf it is subject to carrying charges that in six months eat up all of the profit. After that time it "goes into the red." How? Why?

We said above that 27c on the dollar of sales, or 27%, is paid out for overhead expenses. These expenses are of two sorts—carrying and selling. Nine of the 27c represent the carrying costs *if the turnover is four times a year*. (A faster turn lowers the carrying charges and a slower turn raises them.) These 9c go to pay for rent, heat, light, insurance, taxes, depreciation, and a part of the general expense. The 18c are spent on salaries, advertising, delivery, losses on bad debts, supplies, and a part of the general expense. (About 11c go to pay salaries and wages.)

Suppose you buy some merchandise for \$10. and mark it up to give a 35% gross profit. The selling price would then be \$15.38. (The overhead expense of selling the goods would be 27%, or \$4.15, and the net profit would be 8%, or \$1.23. These added together give \$5.38, and this figure added to the cost of the goods, \$10., makes the selling price of \$15.38.) This would be nice if you sold the goods in a short time. But what if you had to carry them for awhile, what then? Suppose we see.

Selling expenses, in our case 18%, remain the same on the item whether it is in the store one day or one year. Carrying ex-

penses, in our case, 9%, varies according to the number of months each article is in the store. (In the above example we are assuming a turnover of four times a year, when we say that the overhead expense is 27% of sales. That is, the stock is sold out once every three months. If the carrying expenses, therefore, average 9 per cent. for three months, they would amount to 3% for each and every month. Which is but another way of saying that with a turnover of four times a year, the carrying expense is 9%, but with a turnover of 12 times a year the carrying charges are only 3%. Moral: Increase the turnover and decrease the overhead.

Now let us carry our \$10 purchase with its mark up of 35% gross through the whole year and see what happens each month.

Month	First Cost	Selling Expense	Carrying Expense	Total Cost	Sales Price	Percent Profit	Percent Loss
1.	\$10	\$2.77	\$.46	\$13.23	\$15.38	13.9	
2.	10	2.77	.92	13.69	15.38	10.9	
3.	10	2.77	1.38	14.15	15.38	8.	
4.	10	2.77	1.84	14.61	15.38	5.	
5.	10	2.77	2.30	15.07	15.38	2.	
6.	10	2.77	2.76	15.53	15.38		0.97
7.	10	2.77	3.22	15.99	15.38		3.9
8.	10	2.77	3.68	16.45	15.38		6.
9.	10	2.77	4.14	16.91	15.38		9.
10.	10	2.77	4.60	17.37	15.38		12.2
11.	10	2.77	5.06	17.83	15.38		15.9
12.	10	2.77	5.52	18.29	15.38		18.9

The carrying expense of 46c the first month was arrived at by multiplying \$15.38, the selling price, by 3%. Each additional month shows the accumulating burden of 46c. Between the first and sixth month all profits disappear and from then on the goods are handled at an increasing loss. The pro-

prietor started out to make 8% in 3 months, basing his turnover at four times yearly. Had he sold the goods during the first month his profit would have jumped automatically to practically 14%. He would almost have doubled his profit by a quick sale. Were he certain that he could sell the goods in one month he could reduce the selling price considerably and still make a profit.

Mr. Chas. B. Sears, a senior pharmacy student at the University has prepared two tables that carry out the above idea and show how heavy losses occur when goods are carried for any considerable period of time. His Case Studies, Nos. I and II are very interesting. They follow below.

CASE No. I

Cost of item.....	\$1.00
Gross Profit	35%
Overhead Percentage	29%
Selling Expenses	22%
Carrying Expenses	7%
Turnover	3

Month	First Cost	Selling Expense	Carrying Expense	Total Cost	Sales Price	Percent Profit	Percent Loss
1.	\$1.00	\$.34	\$.027	\$1.367	\$1.54	11.2	
2.	1.00	.34	.054	1.394	1.54	9.4	
3.	1.00	.34	.081	1.421	1.54	7.7	
4.	1.00	.34	.108	1.448	1.54	5.9	
5.	1.00	.34	.135	1.475	1.54	4.2	
6.	1.00	.34	.162	1.502	1.54	2.4	
7.	1.00	.34	.189	1.529	1.54	0.7	
8.	1.00	.34	.216	1.556	1.54		1.0
9.	1.00	.34	.243	1.583	1.54		2.8
10.	1.00	.34	.270	1.61	1.54		4.5
11.	1.00	.34	.297	1.637	1.54		6.3
12.	1.00	.34	.324	1.664	1.54		8.0

CASE No. II

Cost of item	\$1.00
Gross Profit	32%
Overhead Percentage	25%
Selling Expenses	17%
Carrying Expenses	8%
Turnover	4

Month	First Cost	Selling Expense	Carrying Expense	Total Cost	Sales Price	Percent Profit	Percent Loss
1.	\$1.00	\$.25	\$.039	\$1.289	\$1.47	12.3	
2.	1.00	.25	.078	1.328	1.47	9.6	
3.	1.00	.25	.117	1.367	1.47	7.9	
4.	1.00	.25	.156	1.406	1.47	4.3	
5.	1.00	.25	.195	1.445	1.47	1.7	
6.	1.00	.25	.234	1.484	1.47		0.9
7.	1.00	.25	.273	1.523	1.47		3.6
8.	1.00	.25	.312	1.562	1.47		6.2
9.	1.00	.25	.351	1.601	1.47		8.9
10.	1.00	.25	.39	1.64	1.47		11.5
11.	1.00	.25	.429	1.679	1.47		14.2
12.	1.00	.25	.468	1.718	1.47		16.2

Comparative Trade Data on City Stores

Figures recently released by the U. S. Chamber of Commerce on the comparative trade of Independent and Chain drug stores in nine large cities show that the former outnumber the latter by about 8 to 1.5 (88.3% vs 11.7%). In the amount of annual sales the ratio is only 7 to 3 in favor of the Independent (69.9% vs. 30.1%). That is with almost eight times as many stores they only do three and a third times more business. The amount of stock carried by the Independent is 76.5% as against 23.5% for the chain. (This, of course, refers to all of the goods carried in all of the drug stores in nine cities.) Thus we see that with a little less than one-fourth of the stock the chains win almost one-third of the business. On the face of these facts we conclude that of the two the chain is the more efficient type of selling agency. However such a conclusion takes no account of certain intangibles that weigh heavily in favor of the Independents but which cannot be reduced to statistics. Selling a customer temporarily out of funds some needed prescription on credit is a form of public service, but it along with a dozen other service features of the Independent lessens the efficiency ratio, and when comparative results are looked at only on paper or in terms of figures the chains are credited with a false advantage.

Here are two other facts brought out by the Bureau of Commerce Survey of the nine cities. Of the total number of employees in

all of the drug stores surveyed, two thirds were in Independent stores and one third in the chains. With a clerk ratio of 2 to 1 the Independents (as pointed out above) had a comparative trade volume of 7 to 3. In this instance they were more efficient. The salaries paid by the two were about the same; the chains paying its clerks a slight bit more per man.

An Open Letter

The editor has just received the following communication with the request that it be published. He is glad to grant this request and will be interested in the reaction the letter receives from readers of the JOURNAL.

New Bern, N. C.
December 9, 1929.

Mr. J. G. Beard, Managing Editor,
Chapel Hill, N. C.

Dear Mr. Beard:—

I have always understood the North Carolina Pharmaceutical Association is decidedly antagonistic to price cutting. I believe that the patronage received from the traveling public by our local drug stores has been seriously affected due to cut-rate drug stores in Raleigh and other nearby cities. In fact, I believe it is common knowledge that the business of independents striving to operate in a fair and ethical way in nearly every other town in North Carolina has likewise been affected. Is that not true? Is there any wonder then in an independent's resentment when he views in the JOURNAL an article by an owner of one of these cut-rate drug stores in which he advises against price agreements among local merchants and suggests price cutting as a method of advertising?

Personally, the sincerity of cut-rate members in an association that advocates standard prices and condemns price cutting is somewhat beyond my conception, and I wish to ask if it is necessary to publish in the JOURNAL of the Association the "Special Sales" ideas of any such member, even though he should be rather astonishingly in line for its presidency.

I do not think that many of us desire any schooling in their merchandising schemes. I realize we must merchandise—yes, as never before! But not by cutting the price of standard goods even on special occasions and during limited periods.

Yours very truly,

(Signed) DAVID R. DAVIS,
New Bern, N. C.

Are Druggists Giving Their Goods Away?

(The following is a clipping from Bruce Philip's Weekly Bulletin:)

The Gilbert Products Corporation of New York are sending out a broadside voicing the sentiments of all toothpaste manufacturers who do not want the druggist to be merely a sampler but rather a prosperous merchant.

IF THE DRUGGIST ACROSS THE STREET WERE
GIVING ALL OF HIS STOCK AWAY, HOW
MUCH WOULD YOU SELL?

Fortunately there are no drug stores that can run on this plan, for if there were there would be no drug store business. Yet a short walk will take one past many stores where the druggist faces this kind of absolutely ruinous competition—not from the store across the street—but from himself. His shelves are full of toothpastes and toothbrushes that he hopes to sell, and yet he has filled his windows with the same type of merchandise and offers to give it away to anyone who will buy the companion article.

Each time a tube of paste is sold in this way the sale of a brush is lost, and each brush sold means one less sale of tooth paste.

It is claimed that in the last few months at least 7,000,000 tubes of paste and 5,000,000 tooth brushes have been given away in this manner. If these figures are correct they represent a loss in actual profit to the druggists of this country of \$1,630,000 (9c profit on a 25c tube of paste, and 20c on a 50c tooth brush) or \$32.60 for each of the 50,000 active drug stores.

While this may be of benefit to the manufacturer as a means of advertising his product, the druggist gains nothing from letting his store be used as a premium station. All he accomplishes is the cutting of his possible market in half.

Unless the druggist has products of such merit that they will sell without the inducement of premiums, and without price concessions that cut the heart out of his profit, his sales become a liability instead of an asset.

Independent Pharmacists Prepare to Protect Your Profession*

By E. L. TARKENTON

We have assembled here not accidentally but purposely in an endeavor to overcome every injustice that has been done us and to receive greater rewards for our efforts. My fellow-pharmacists, we are living in a world where material wants jostle and time and change play their ceaseless part in moulding the future for the profession of pharmacy. It is an age in which it pays to know not only our own business, but also as far as possible to keep in touch with the things which are happening on every side of us.

An idea is of no benefit until we impart it to another and I have a thought which I want to give to you in this short paper. If in this way I can inspire and create a spark which will kindle your imagination to a vision of greater things for the independent pharmacist I will feel that my efforts have not been in vain. The majority of us here feel a certain element of discontent and we have come to this meeting to exchange ideas and to coöperate with some of our fellow-pharmacists who see nothing but the silver lining to every cloud of discontent.

It has only been a few years since bankers and Chambers of Commerce of our growing towns were intoxicated with joy when a rumor was in the air that a big chain store would be located in the town. A big banquet was given to welcome the prospector with speakers of note in attendance. Now these same bankers and Chambers of Commerce are beginning to realize their mistake. What are they doing today? They are sitting up and taking notice of the unemployment situation while they also watch the absorption of grocery, dry goods, hardware, furniture, and drug stores. The small town bankers derive no benefit from chain stores for the simple reason that these stores deposit money only long enough to check it out.

We are now in the commercial competitive state, but we are slowly emerging out of it

into the age of enlightened self-interest. Did you know that some of the reputable manufacturers of toilet goods are giving the department stores and the big chain drug stores a twenty per cent. discount below the wholesale price offered to independent dealers? If the independent dealer writes the manufacturer that he wants a special discount, what is the reply? He receives an answer to the effect that "We have no special discount to offer, but we will be glad to send samples for free distribution." Numbers of our druggists are using these samples on special days, such as "opening day," etc., by giving them to every guest of the store. In some cases the representative demonstrator of the article is present. Who is reaping the benefit of this practice? The cutter. The independent retail stores of our country are filled with tragedies because druggists have failed to use good business practices.

Retail pharmacists are not the only group who are wrapped up in antiquated methods of doing business. If you will note the nation-wide advertisements of some of the manufacturers you will see that they say to the public "take no substitute—see that you get the genuine Red B. or Black C. or whatever the product may be. What are these manufacturers doing? Many of them print on the carton, "Price, \$1.00," while they charge the retail druggists \$9.00 per dozen. Do we express our grievances; do we let the manufacturer know what we think? Certainly we do not. Instead we patiently wait for prices to adjust themselves.

Go back ten or fifteen years and see how many popular toilet preparations and patents were big sellers. Where are they today? Gone. What is the reason? The 69¢ price tag created a feeling among the consumers that there was something wrong with the article and some of our stores throughout the country have adopted the rule, sell goods that pay a living profit. Moreover, we have drug stores in our State which consider it poor merchandising unless price talks in every nook and corner of the store.

My fellow-pharmacists, independent drug store proprietors of North Carolina are our worse competitors! Why in some of our

* Presented before the Proprietors' Section at the Fiftieth Annual Meeting of the N. C. P. A. at Asheville, June 19.

cities and towns today where there are no cut rate chain drug stores the independent pharmacists are cutting the life out of standard trade-marked preparations. It has been whispered that if we stand still and do not cut prices the chain will come in and place our business in jeopardy. Because of inadequate and mutual coöperation in some towns, pharmacists are today cutting each other out of the small profit which rightly belongs in the business.

In humanity's march of progress we find the world filled with those who care nothing for pharmacy as a profession. Their one thought is to invest in anything which yields dividends.

Pharmacy ownership has been defeated. The agencies of the government might just as well have said "covet the business of your neighbor if you can." The government has given our honored profession a slap in the face, and the question, as I see it, is shall we join in with the trust and help freeze out our independent brother pharmacist who is trying to make an honest living working fourteen to sixteen hours a day, or shall we take advantage of our independence and assert ourselves?

Rivalry is rife, competition lines the business thoroughfare, and, my friends, if our business methods are wrapped in cobwebs and our professional efficiency has lost its savor I beg that we may rub shoulders with some of our successful independent pharmacists in attendance and gain inspiration so that we may go home and put new enthusiasm in our business. Then we may be ready to go over the top and fight those who have no regard for the work we are doing in helping relieve the sick.

If there is an independent retail druggist anywhere who doesn't know by now that there is a great revolution going on in the field of merchandising it is because he is in an isolated spot where "moths and rust corrupt" and our pharmaceutical journals and our daily press news never enter. It doesn't require a telescope to reveal that the independent retailer is suffering from a four way attack: (1) from the manufacturer; (2) from chain stores; (3) from mail order houses; (4) from house-to-house selling.

With every incoming mail your eyes are focused on mass production, volume made with an eye to larger dividends to a few. Is it any wonder that independent retailers and wholesale stores are asking themselves how long they can hold out against the advanced mass attack? Some of the manufacturers have been doing a pretty neat job of undermining the independent retail store in their eagerness for business of increased volume, and in their willingness to grant large concessions to large quantity buyers they have aided the mail order houses and large chains.

If the manufacturer sells his surplus to the big cut rate chain at twenty per cent. of wholesale price, and then the same class of goods to his regular independent dealer at the regular wholesale price, it is nothing short of undermining both the dealer and himself. What do I see in the future? The manufacturers realize their mistake and are gradually drifting back to the independent store. They realize that if they continue their past policies they will soon be in the hands of a few enormous chain organizations.

Our power of doing business, if we will take advantage of it, marks a white mile post in the onward and upward march of freedom. I see wholesalers on the firing line ready to march to the relief of the independent pharmacist. I see some of the big pharmaceutical chemical, and surgical supply houses spending thousands of dollars on publicity selling the public to the profession of pharmacy. No one but you, fellow-druggists, can push the wheelbarrow loaded with opportunity along the path of victory. Let's not have things done for us by others unless we are willing to do our part. I believe at this meeting we should adopt some method by which we can make the public acquainted with pharmacy and the part it plays in serving the public.

It is well known that by the laws of nature nothing can stand still; all things either grow or decay; we advance or we slump. Several years ago the N. C. P. A. found that it was not going forward because of insufficient funds to carry on the work of the Association. For all pharmaceutical

work we were paying less than one cent per day. Today you are paying four cents per day and for the four cents you are getting the services of a whole-time attorney, who no doubt has saved the North Carolina pharmacists thousands of dollars, and who stands ready to serve every member on any legal question that concerns his business. If the interest and devotion of the Secretary-Treasurer of the N. C. P. A. to the cause of pharmacy in North Carolina were bound together in book form it would make a volume larger than the United States Dispensatory. In days gone by many storms have been encountered in the halls of our Legislature and at our Association meetings, but it is always gratifying to know that we have on the firing line Messrs. Hancock, Zoeller and Grantham who have given unflinching loyalty to the Association.

Before I close this paper I would not feel that I had done my duty unless I brought to your attention a matter which I think is of vital importance to every independent pharmacist in North Carolina who has to meet modern conditions. That matter is the importance of selling the public to the independent pharmacist. The medical and legal professions continually exalt their virtue before the public, why shouldn't the pharmacists do likewise? As legislative aid is often denied our profession, we must meet the challenge with every spark of energy we possess. We must adopt business methods. Listen to what one of the leading chain store proprietors has to say: "Threats don't bother us. Only when independent druggists fight us in business ways will we be worried." What construction can you place on this? Does he mean that independent pharmacists will have to organize a chain and get in the merchandising and cut price game? Does he mean that we independent pharmacists will have to use standard nationally advertised goods as a bait at slaughter house prices in order to get people in our stores and then sell items they do not need?

In my opinion we will not have to resort to slaughter house prices and cheapen our profession. If the public derives no benefit

from chain stores; if it be true that the large corporately owned chain system lessens the opportunity for people to engage in business independently; if it compels increasing numbers to be satisfied always to work for someone else; and if it is to place the wealth of the country in the hands of a few then indeed is the chain store a menace to the consuming public and to our form of government. The public only needs to know this.

Concerted action by every independent pharmacist in the United States, properly applied, can educate the people within two years so that the output of large chains will be limited to one-fourth of their present turnover which is made at a loss.

My fellow-pharmacists, we assemble here and listen to many brilliant talks by men from the research laboratories of the United States as well as to papers on delivery service in a drug store, but how seldom do we rivet the facts in our mind, and put them into action.

What are we independent pharmacists of North Carolina doing to acquaint the public with pharmacy? The people in every walk of life are entitled to know the facts about our profession and about the service we render. Our State is not different from some of the other states, and I note they have adopted a plan to sell the public to the independent drug stores. We want to create and maintain a standard of professional efficiency with a view to higher good and greater protection to the public. In order to do this I believe that we, as members of this organization, should devise some plan by which we can reach each and every family in the State from two to four times a month. The retail pharmacist is not appreciated by the public, and I believe each wholesale and retail drug store in the State should come in on a program of coöperative advertising. The price of one ten cent cigar per day will be sufficient to pay for this program of publicity. I want to impose on you for just a few minutes to read a typical educational advertisement that might appear in our daily, weekly and monthly papers with such a publicity program.

(Continued on Page 146)

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Reminders For the Year 1930

Every Retail Druggist is Required by Law:

1. To re-register his drug store on or before January 1, 1930;
2. To re-new his license as a pharmacist on or before January 1, 1930;
3. To keep his drug store permit, renewal license and certificate of registration conspicuously displayed;
4. To keep three separate prescription files, namely: (a) a regular file, (b) a narcotic file, and (c) a venereal file;
5. To keep a Poison Register and record therein all sales of the so-called "Register Poisons";
6. To keep a complete and accurate record of all sales of semi-narcotic preparations, classed by the Federal Law as "Exempt Preparations";
7. To keep a record of all sales of proprietary remedies for venereal diseases, and report same weekly to the State Board of Health;
8. To pay to the State Department of Revenue on or before June 1, 1930, the following privilege taxes: (a) cigarette tax, (b) sandwich tax, and (c) soda fountain tax;
9. To pay to his city or town at the times provided, the following privilege taxes: (a) cigarette tax, (b) sandwich tax, and (c) soda fountain tax;
10. To re-register with the U. S. Collector of Internal Revenue on or before July 1, 1930, as a retail dealer in narcotic drugs and preparations thereof, and keep the certificate of such registration posted at all times;
11. To renew his non-beverage alcohol permit, obtain a permit to purchase from the federal Prohibition Administrator each time non-beverage alcohol is purchased, keep daily record of all alcohol used, and file report of all such transactions on or before the 10th of each month.

In addition to the above, he must file income tax returns and pay income taxes to both State and Federal Governments, besides paying personal and real property taxes, and automobile and school taxes, at the time fixed by law for the payment of same.

MAY THE NEW YEAR BRING BOTH HAPPINESS AND PROSPERITY
TO EVERY NORTH CAROLINA DRUGGIST

Board Revokes License

At the Regular Meeting of the Board of Pharmacy held at Chapel Hill on November 26-27, 1929, the following preamble and resolutions, revoking the license of D. A. Powell of Goldsboro, N. C., were adopted:

WHEREAS, It appears to the North Carolina Board of Pharmacy, from the written

report of F. W. Hancock, Secretary-Treasurer of said Board that D. A. Powell, a licensed pharmacist of Goldsboro, North Carolina, was indicted in the District Court of the United States for the Eastern District of North Carolina, at Wilson, October Term, 1929, of said Court, upon two Counts, set forth in the following indictment:

IN THE DISTRICT COURT OF THE UNITED
STATES FOR THE EASTERN DISTRICT OF
NORTH CAROLINA OCTOBER TERM,
WILSON DISTRICT

The Grand Jurors of the United States, impaneled, sworn and charged at the Term aforesaid, of the Court aforesaid, on their oath present, that D. A. Powell, whose name is to the Grand Jurors otherwise unknown, being a druggist registered under the provisions of the Act of Congress of December 17, 1914, as amended, commonly known as the Harrison Narcotic Act, between the dates of June 1, 1928 and June 30, 1929, did unlawfully, wilfully, knowingly and feloniously dispense and distribute large quantities of Morphine Hydrochloride, and Morphine Sulphate, derivatives of Opium, and Cocaine Hydrochloride, a derivative of Coca Leaves, without having kept a record of all such drugs dispensed and distributed, showing the amount and dates, and the names of persons to whom dispensed and distributed, in violation of the aforesaid Act of Congress, and contrary to the form of the statute in such cases made and provided, and against the peace and dignity of the United States.

Second Count: And the Grand Jurors aforesaid, on their oath aforesaid, at the time and place, and within the jurisdiction aforesaid, that the said D. A. Powell, whose name is to the Grand Jurors otherwise unknown, being a druggist duly registered under the Act of Congress of December 17, 1917, as amended, commonly known as the Harrison Narcotic Act, did unlawfully, wilfully, knowingly and feloniously SELL, BARTER, EXCHANGE AND GIVE AWAY to various persons, whose names are to the Grand Jurors unknown, large quantities of Morphine Hydrochloride, and Morphine Sulphate, derivatives of Opium, to-wit: 1000 one-fourth grain Morphine Hydrochloride tablets, 1000 one-half grain, and 1000 one-fourth grain tablets Morphine Sulphate, and 33 one-eighth ounce Cocaine Hydrochloride, the latter being a derivative of Coca Leaves, and not in pursuance of a written order, on a form issued in blank for that purpose by the Commissioner of Internal Revenue, or on a prescription written by a physician registered under the aforesaid Act of Congress,

in violation of the aforesaid Act, and contrary to the form of the statute in such case made and provided, and against the peace and dignity of the United States.

I. B. TUCKER, W. G. BRIGGS,
Ass't. United States Attorney.

AND WHEREAS, It further appears from said report that the said D. A. Powell was tried and convicted on the Counts contained in the foregoing Bill of Indictment at the said October Term, and that His Honor, the Honorable I. M. Meekins, Judge Presiding, rendered Judgment that the said D. A. Powell, "Be imprisoned in the Federal Penitentiary at Atlanta, Georgia, for the period of One Year and One Day;

NOW THEREFORE, Be it resolved by the North Carolina Board of Pharmacy:

1. That the license heretofore issued by the North Carolina Board of Pharmacy to the said D. A. Powell be, and the same is hereby revoked, pursuant to the provisions of Section 3, Chapter 77, of the Public Laws of 1907, as amended; and,

2. That a copy of this preamble and these resolutions, under the seal of the North Carolina Board of Pharmacy, be forwarded to the said D. A. Powell.

Chain Store Tax Held Valid By Lower Court

According to ruling handed down on December 4, by Judge R. A. Nunn, presiding over the Wake County Superior Court, the 1929 Chain Store tax is constitutional and valid. The case will, of course, be carried to the Supreme Court for final determination, as was the 1927 Act that required a \$50.00 per unit tax to be paid by all chains with more than five stores, which was declared unconstitutional. The Legislature of 1929 undertook to get around the legal difficulty in the former Act by exempting one store for everybody, and imposing the tax against operators of two or more stores.

In his decision, Judge Nunn summed up the evidence, and found that there were certain advantages enjoyed by the chain store not possible for the single unit store, "principally in centralized control of administration, buying, accounting and general merchandising practices." He found this true

to the extent "that smaller units were going out of business because of inability to compete."

"If there be discrimination it is based upon reasonable distinction in principle," he said, adding that "the principle of operating two or more stores is not precisely the same as the principle of operating one store" and that there appeared obvious advantages in the chain store system of spreading out which brought reduction of expenses and greater profit opportunities.

"The Legislature has exercised its discretion in the classification and there is ample reason for making the tax bear some practical relation to the privilege exercised. This particular act does not tax the privilege of operating one store, but every one operating a store is, in fact, taxed by this Act or some other," the judge stated.

"Summing up, Judge Nunn stated that the tax was neither arbitrary or unreasonable and not a violation of State and Federal Constitutions, but that said license, privilege and occupation tax imposed by uniform rule, does not deprive plaintiffs of their property without due process of law or deny them the equal protection of the law."

The case was brought by eighteen of the chain store organizations who had paid approximately \$80,000.00 taxes under protest. In the event the Supreme Court of this State confirms the decision of Judge Nunn, it is understood that the Plaintiff chain store organizations will carry the case to the Supreme Court of the United States.

Can "Good Will" Be Taxed

The Supreme Court of New Hampshire has been asked to determine whether or not the good will of any trade or business may be taxed, and, if so, whether it can be measured *prima facie* by a percentage of the gross receipts of the trade or business. The State Senate desires the information to determine the constitutionality of a bill pending before it. It is contended in behalf of the bill that the good will of a trade or business is property and there being no limit in the Constitution of New Hampshire as to what property may be taxed, good will may be taxed. It is also claimed that classification of "retail merchants and shopkeepers"

is not unreasonable.

The brief of the National Chain Store Association opposing the bill, says: "It is common knowledge that the purpose of house bill 401 was to compel the payment of larger taxes by chain stores than those to which they, in common with other stores, are not subjected.

Good will is not a property right subject to taxation, but is to be taken into consideration in ascertaining the value of the taxable property to which it attaches."

INDEPENDENT PHARMACISTS PREPARE TO PROTECT YOUR PROFESSION (Continued from Page 143)

Help to Win the Battle for Health

Your every-day purchases are vital in maintaining the services you rely upon in emergencies. Often it is only by minutes that the battle of health is won; often serious illness is prevented through the quickness with which prescriptions or first aid supplies are obtained from your druggist. Your druggist has spent years in training for the important work of keeping you and your family in good health. His prescription counter is ready for an emergency, yet on prescription business alone his store would never have come into existence. The development of the modern drug store is due to the effective combination of professional and commercial service—a double service which makes the drug store of double value to its customers. Keeping the drug stores busy where professional service might require one or two bath room supplies, stationery, hair nets, and the thousand and one necessities which your druggist keeps for your convenience, may at first glance seem to have no definite connection with prescription service, yet such products have brought the drug store to many communities which otherwise would never have had a pharmacy. Take free advantage of the service of your drug store. Learn to depend on it for the little things you need from day to day, because everyday purchases are vital in maintaining the service you need in emergencies.

(Signed)

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION.

My friends, coöperative advertising is an organization of individual independent pharmacists for the purpose of creating publicity on a larger scale than is possible for the individual alone. It is time the druggists were waking up to the need of propaganda in their own interest on which the solution to some of the problems depends. I ask you to unite with me in a firm resolve that you will coöperate with your associations in shaping its future destiny and safely land it in a promised land of success.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

News Around the State

J. K. CIVIL, *Reporter*

Mr. Leon Smith, proprietor of the Kannapolis Drug Co., of Kannapolis, is devoting a part of his time to the Smilax Co. He organized this company three years ago and has been successfully operating it since that time. Mr. Smith recently made a trip to Chapel Hill—the first since he left college in 1912. He found the place had grown so he hardly knew it.

The many friends of Mr. Eugene Walters, popular representative of the Cotton Belt Candy Co., of Charlotte, will be glad to learn that he is getting along nicely after a two months illness.

Mr. D. W. Foster has accepted a position with Eckerd's, of Asheville. Mr. Foster was with the West Asheville Pharmacy for four years.

Mr. R. S. Clouds, of Greenville, S. C., is now with the Pearl Drug Co., of Concord.

Mr. Dave Pemberton, of Concord, is located with the Main Drug Co., of Salisbury.

Mr. Archie Gamble, of Monroe and Waxhaw, has severed his connection with Bradsher and Bradsher, No. 1, and is with the Derrick Drug Store, of Charlotte.

The Horton-Jones Drug Co., of Monroe, has moved into a new building at the old stand of the English Drug Co., which was destroyed by fire some six months ago.

The Funderburk-Wilson Drug Co. is a new drug store for Monroe.

Mr. Turner F. Currens, Vice-President of the Norwich Pharmacal Company, recently spent a week in North Carolina with Messrs. John K. Civil and F. L. Bundy.

Mr. R. K. Webb, of Hickory, has accepted a position with Bradsher and Bradsher, of Charlotte. Mr. Webb has been out of the drug business for the past eight years. Dur-

ing that time he has been engaged in a handkerchief manufacturing business in Hickory.

The Elizabeth Drug Store, located at 1200 Elizabeth Ave., Charlotte, was completely destroyed by fire recently. Mr. L. C. Derrick, the proprietor, estimates the loss at from \$8,000 to \$10,000, and he believes the blaze started when burglars tampered with the safe in the rear of the store. Mr. Derrick and associates have purchased from Mr. R. F. Holland his drug interests in the Mecklenburg city. These interests include the main store, Holland's Drug Store, at Hawthorne Lane and Elizabeth Ave., and branches. The new owners will continue the management of the stores as usual. Derrick's Pharmacy has been incorporated to do a general drug business. The authorized capital stock is \$100,000 with subscribed stock \$3,000 by L. C. Derrick, Willie Lee Wright and Essie Maye Derrick, all of Charlotte. Mr. Holland becomes sales manager of the Merriek Candy Co., of Charlotte. He moved to Charlotte from Asheville about two and a half years ago and opened the Myers Park Pharmacy, which he sold last June. He has owned four stores in Charlotte over a period of two years.

The Depot Drug Store, of Asheville, recently moved into new quarters.

Mr. L. E. Green, of Charlotte, has accepted a position with the Franklin Drug Store in Gastonia.

Mr. Lee Bailey is now associated with the Perry Drug Store, of Charlotte, succeeding Mr. C. W. Eason, who has opened up the Parkwood Drug Store in Myers Park, Charlotte.

The marriage of Mr. W. D. Noah to Miss Helen Linn, of Landis, was recently announced. Mr. Noah is connected with the Kannapolis Drug Co., of Kannapolis, but the

young couple are making their home in Landis.

General News Items

Mr. T. A. Curtis, of McBee, S. C., is with the Central Drug Store, of Bessemer City.

Mr. J. T. Boone, who recently severed his connection with the East Durham Drug Co., of East Durham, writes us as follows: "I have decided to open a new drug store in East Durham at the corner of Driver and Angier avenues. We are on route No. 10 and we hope all of our friends will stop by to see us when they are over this way."

A receiver has been appointed for the Sykes Drug Co., of Greensboro.

Mr. P. A. Hayes, of the Justice Drug Co., of Greensboro, and president of the local chamber of commerce, was selected as one of the latter organization's two representatives to a district conference on the census of manufacturers and distributors, which was held in Atlanta on December 27. The purpose of the conference was to work out plans for this phase of the 1930 government census.

The Beulaville Drug Co., of Beulaville, has been incorporated to carry on the business of druggist, chemist, etc. The authorized capital stock is \$25,000 with subscribed stock \$5,000 by **Dr. G. W. Kennedy**, **Mrs. Josephine Kennedy**, **J. C. Kennedy** and others of Beulaville.

We understand that **Mr. W. C. Cherry** is opening a new drug store in Winston-Salem under the name of the Standard Drug Co. He was formerly prescriptionist for the Camel Drug Co. in the Twin City.

Mr. W. L. Hickman, of Bolivia, is with the Kinston Pharmacy, of Kinston.

We understand that Pittsboro is to have a new drug store known as the Pittsboro Drug Co. and which will be owned by **Mr.** and **Mrs. O. D. McBane** and **Mr. W. G. Fields**. **Mr. McBane** was connected with the College Drug Co., of Greensboro, for a number of years.

Mr. J. P. Adams has purchased the interest of **Mr. H. C. Painter** in the Arcade Pharmacy, of Asheville, and is now sole owner of the drug store. **Mr. W. H. Blauvelt** is in charge of the prescription department. A

reporter informs us that the store was recently awarded the highest rating in the city for sanitation.

The Peoples Drug Co., Inc. and the Ward Drug Co., both of Nashville, have been combined, the stock of the former being moved to the latter store. Hereafter there will be only one drug store in the town, the Ward Drug Co.

Drug Topics for November carries an article by **Mr. J. A. Goode**, of Asheville, entitled, "Ten Rules That Brought Me Success." The *Southeastern Drug Journal* for November features an article by **Mr. Frank Richardson** with the title, "J. A. Goode—The Outstanding Druggist of the South."

Mr. Thos. L. Smith, formerly a druggist in Plymouth, is now with Eli Lilly and Co. covering southeastern North Carolina.

Mr. E. J. Pittman, prescriptionist for the Winstead Drug Co. in Elm City is seriously ill and **Mr. G. O. Tripp**, formerly with the Lane Pharmacy in Tarboro has gone to Elm City to relieve him.

Mr. A. D. Walker, originally of Currie, is with the Peoples Drug Store, No. 12, in Washington D. C. His address is 1654 Park Road.

A letter from **Mr. J. K. Civil** says that during the month of October he was able to ship more Norwich products than he shipped during the entire first year he represented the House of Norwich.

We have heard that a new drug store will be opened in Sanford known as the Green Cross Drug Co., and that the members of the company are Messrs. **L. C. Scott**, **A. L. Scott** and **M. S. Snipes**.

The *Greensboro Daily News* recently carried the following item: "The Hart Drug Company, the oldest drug establishment in the city went into the hands of receivers today (Nov. 25). **R. E. Snow** and **J. S. Pickett** were named as receivers upon an order signed by Judge Lewis Teague, of the municipal court. The company's assets are listed as \$17,000 against \$22,000 in liabilities. **F. B. Hart** is president and **J. A. Hart** secretary of the corporation."

Early on the night of December 7 five colored youths broke through a transom and entered the office of **Mr. E. V. Zoeller**, lo-

cated over his drug store in Tarboro, and stole about \$100. All of the culprits were around 20 years of age with the exception of one who is only about 14. The Chief of Police captured the boys the following day and recovered about \$74.

The JOURNAL acknowledges with appreciation a contribution of \$1.00 from **Mr. J. W. Harrell**, of Raleigh, to the fund that is being raised for Uncle George McCauley, long-time janitor of the School of Pharmacy.

Mr. R. Homer Andrews, popular Burlington druggist, served as chairman of the Burlington community chest which was recently brought to a successful conclusion. It was the second time he has been at the head of the active chest campaign. Mr. Andrews is one of the most prominent business men of Burlington, a city alderman and civic leader.

The Camel Drug Co., of Winston-Salem, has filed a voluntary petition in bankruptcy. This establishment is located at 424 W. Fourth St. and the liabilities were listed at \$14,000 while the assets were given as \$127.50.

The JOURNAL was delighted to receive a visit on December 9 from **Mr. J. W. Harrell**, representative for E. R. Squibb and Sons. We understand that he is leading the southern division on the professional service staff.

Mr. W. D. Welch, Jr., has resigned his position with the Saunders Drug Store, of Wilmington, and is back on his old job with the Wiggins Drug Store, of Rocky Mount.

Mr. G. E. Henderson, who has been with the Economy Drug Store in High Point for several years is now making his home in Lynchburg, Va., where he is connected with the Patterson Drug Co. He has been succeeded at High Point by **Mr. W. P. O'Neal**, formerly with the Mann Drug Co., No. 2 in the same city. **Mr. G. H. Ballance**, who has been with the Peoples Drug Store in Charlotte for some time, succeeds Mr. O'Neal.

Mr. Joe Richardson, of Winston-Salem, is with the Mayodan Drug Co., of Mayodan.

A reporter informs us that **Mr. Edward M. Hardin** has bought the Carolina Pharmacy in Wilmington from Messrs. Brummitt and F. W. Heslip. The latter is still with the store while Mr. Brummitt has accepted a

position with Jarman's Pharmacy in the same city. **Mr. Walter R. Kingsbury** divides his time between the Hanover Drug Co. and the Carolina Pharmacy.

The Board of Trustees of the New Jersey Pharmaceutical Association announces that **Mr. Prescott R. Loveland**, 2627 Pacific Ave., Atlantic City, has been appointed by President Dudley Singer to succeed **Dr. Robert P. Fischelis** as secretary of the organization. Dr. Fischelis will continue as editor of the *New Jersey Journal of Pharmacy*, and Mr. Loveland has been appointed Managing Editor of the publication.

Mr. H. E. Craven, Sales Manager of the W. H. King Drug Co., of Raleigh, recently won a spelling match sponsored by two of the local schools. Mr. Craven was apparently sure from the start of his familiarity with the Blue-back Spelling Book, and finally downed his last opponent who was unable to spell "psychology" correctly. There were about fifty spellers in the match including several college professors.

Court proceedings against Marley's Drug Store, of Lenoir, which went into the hands of receivers last summer, were wound up early in December when the sale of the establishment to **Mr. John R. McNairy** for \$6,580 was confirmed and allowances granted.

Eckerd's largest drug store was formally opened in Raleigh on December 12. The firm formerly had quarters on upper Fayetteville street and the new store was secured as larger quarters were needed. It extends for 210 ft. through an entire block, occupying the site of the old Superba Theatre. The store presents a most attractive appearance, the handsome woodwork in the paneling and fixtures being the handiwork of the Morrison Manufacturing Co., of Statesville. Officials of the Eckerd company were present for the opening. The new store will be under the direction of the present manager, **Mr. H. C. Maeyer**, while the prescription department will be in charge of Messrs. A. P. Westbrook and J. G. Davis.

The JOURNAL acknowledges with appreciation the kindness of **Mr. William Niestlie** in sending newspapers carrying accounts of the dedication of the new bridges across the Cape Fear River.

New Licentiates

The North Carolina Board of Pharmacy has announced that seven candidates for license as registered pharmacists successfully stood the state board examinations held in the Pharmacy Building in Chapel Hill on November 26-27. The new pharmacists are Messrs. T. A. Curtis, Bessemer City; G. L. Hill (negro), Henderson; J. L. Holshouser, Chapel Hill; C. J. James, Durham; J. F. Lyon, Durham; Culas Roberson, Bedford, Va.; and M. L. Roberts, Morristown, Tenn. One person successfully stood the examination for assistant pharmacists, namely C. W. Mason (negro), Wilmington.

Judge Bowman Has Automobile Stolen

The Tuesday before Thanksgiving day Judge F. O. Bowman received a request for legal assistance from a druggist in the Edgecombe-Nash section of the state. The call was an urgent one and the attorney made hurried preparations to leave Chapel Hill immediately. At the very beginning, however, it seemed that bad luck was on his trail for when he started his car it began acting strangely and as he drove it slowly up town he was convinced that he never could make the trip as quickly as he should and be back home in time to greet the several guests he and Mrs. Bowman had invited to Chapel Hill for the Virginia-Carolina football game on Thanksgiving day. The garage man convinced him that his surmise was correct—the car was in a bad fix and it would take several hours to make the necessary repairs. The work was begun and dragged slowly on while Judge Bowman impatiently watched the mechanic deliberately proceed with the job. It looked as if it would be afternoon before the attorney could get away. Finally, however a sympathetic friend offered the use of his new Ford, the loan was accepted, and Mr. Bowman was on his way. The eastward journey was made without mishaps and in due time the attorney had smoothed out the legal perplexities of his druggist-client. On the homeward journey Mr. Bowman stopped by Rocky Mount to attend to some business for

Dean Howell, later driving with Mr. Stanley Pierce to the home of the Dean's sister, Mrs. P. B. Kyser. The borrowed car was parked carefully outside. He had been in the home only a few minutes when a member of the family rushed in with the announcement that the car had been stolen. For once in his life the Judge was nonplused. It was already dusk and the Thanksgiving guests were expected in Chapel Hill in just a few hours. The aid of the local police was solicited as well as that of the garages in the town, but the night wore on and still there was no trace of the car. Morning came and the Judge was desperate. When eleven o'clock rolled around and there was no clue the unhappy attorney decided he must get home somehow even though he could not return his friend's automobile. He had just bought his ticket on the Raleigh bus when an officer drove up in a Ford very much bespattered with mud. It showed that it had been driven long and hard. It had been found many miles from the Kyser's front door. Tell-tale fruit jar rings on the floor eloquently said that it had been used to make somebody's holiday a merry one. However, the untidy appearance of the car did not worry the Judge on Thanksgiving Eve. He had the Ford back again and in a few hours he could be in Chapel Hill. Happily he started the engine and hurried home. The borrowed car was delivered to its owner and the traveler reached his residence several minutes in advance of the first Thanksgiving guest. The Judge declares he enjoyed Carolina's glorious victory over Virginia more than any one who saw the game. We aren't surprised.

The Phi Delta Chi Fraternity

Reported by H. E. BOLEN

Alumni members of the Phi Delta Chi fraternity, located at the University of North Carolina, will be interested to know of the happenings and progress of their chapter, Alpha Gamma.

The active members appreciate the visits of several of the older members during the Georgia and Virginia football games, and they wish that more of the alumni would

make it a point to visit the chapter at least once each year. They will be assured of a most cordial welcome.

The chapter has been very fortunate this year in initiating the following men: **Messrs. T. A. Libbus**, New Bern; **L. E. Bunch**, Edenton; and **R. A. Redfern**, Lillington. It also announces the pledges: **Messrs. J. A. Creech** and **A. M. Hicks**.

Alpha Gamma will have a visit from Brother Heustis, the national secretary, before the Grand Council meets in Minneapolis, Minn., February 15-18. All alumni members are invited to attend. A big time is expected as well as some interesting business meetings.

We hope to reach the alumni members each month through the JOURNAL, and we trust that we shall have more frequent visits from each of them.

Watch Out, Druggists

The JOURNAL is delighted to give publicity to the following letter received on December 3 from Mr. B. F. King, proprietor of the Laurinburg Drug Store at Laurinburg, N. C.:

Laurinburg, N. C.
December 3, 1929.

THE NORTH CAROLINA JOURNAL OF PHARMACY,
Chapel Hill, N. C.

Dear Sirs:—

I wish you would please run a notice in your JOURNAL warning the druggists over the State to be on the lookout for J. D. Womble, representing some firm in the coupon game. He has a line of Carlos Black Narcissus Face Powder and Carlos Black Narcissus Perfume. The perfume is advertised to sell at \$2.50 and when a signed coupon is delivered to the druggist where he has headquarters with 98c the purchaser can get both the perfume and face powder.

He hasn't stuck us but we know of people that have accepted his personal checks and they have been returned. If you will publish this letter I believe it will help to catch him and should you learn of his whereabouts we will appreciate it if you will wire us collect so that we can be of service to some of our customers that he has "stuck."

Thanking you, we are,

Very truly yours,

(Signed) LAURINBURG DRUG STORE,
By B. F. KING.

Rho Chi Fraternity Installed

A chapter of Rho Chi, the only honorary pharmaceutical fraternity in the United

States, was established at the University of North Carolina on December 7. The installation ceremonies took place in the Pharmacy Building and were under the supervision of Dr. L. S. Blake, dean of the School of Pharmacy at the Alabama Polytechnic Institute at Auburn. Before the ceremonies a banquet was tendered Dean Blake at the Carolina Inn by the seven active members who were taken in as charter members. These members are **Messrs. D. B. Browning**, of Rocky Mount; **D. P. Chamblee**, of Richmond, Va.; **J. T. Dillehay**, of Southern Pines; **F. W. Dayvault**, of Mooresville; **W. C. Barnwell**, of Reidsville; **T. A. Libbus**, of New Bern, and **H. E. Bolen**, of Schoolfield, Va. Professor J. G. Beard was made an honorary member.

The Rho Chi fraternity was founded at the University of Michigan in 1922 and there are now fourteen chapters in the United States. **Mr. E. J. Traut**, of Battle Creek, Michigan, is national president of the fraternity, and **Professor C. C. Glover**, of the University of Michigan, is national secretary. The purpose of the order is to stimulate scholarship and to encourage professional ideals.

Deaths

Adolphus Hill Yearby, age 57, died in Watts Hospital, Durham, on the morning of December 10, following an illness of only a few hours. He was the son of Lemuel M. and Sarah Ann Yearby and had spent practically his entire life in Durham county. He was the brother of the late **W. M. Yearby**, prominent druggist of Durham and New York, and for a number of years was associated with his brother in Yearby's Drug Store. Then for some time he was connected with the Peabody Drug Co., of Durham, as traveling representative, but at the time of his death he held a position with the Justice Drug Co. He was a member of the Trinity Methodist church, of Durham, regularly attending the Men's Bible class. He also held membership in the U. C. T., Junior Order, Knights of Pythias and the Elks. To his widow, Mrs. Lula Yearby, the JOURNAL extends sincerest sympathy.

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NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

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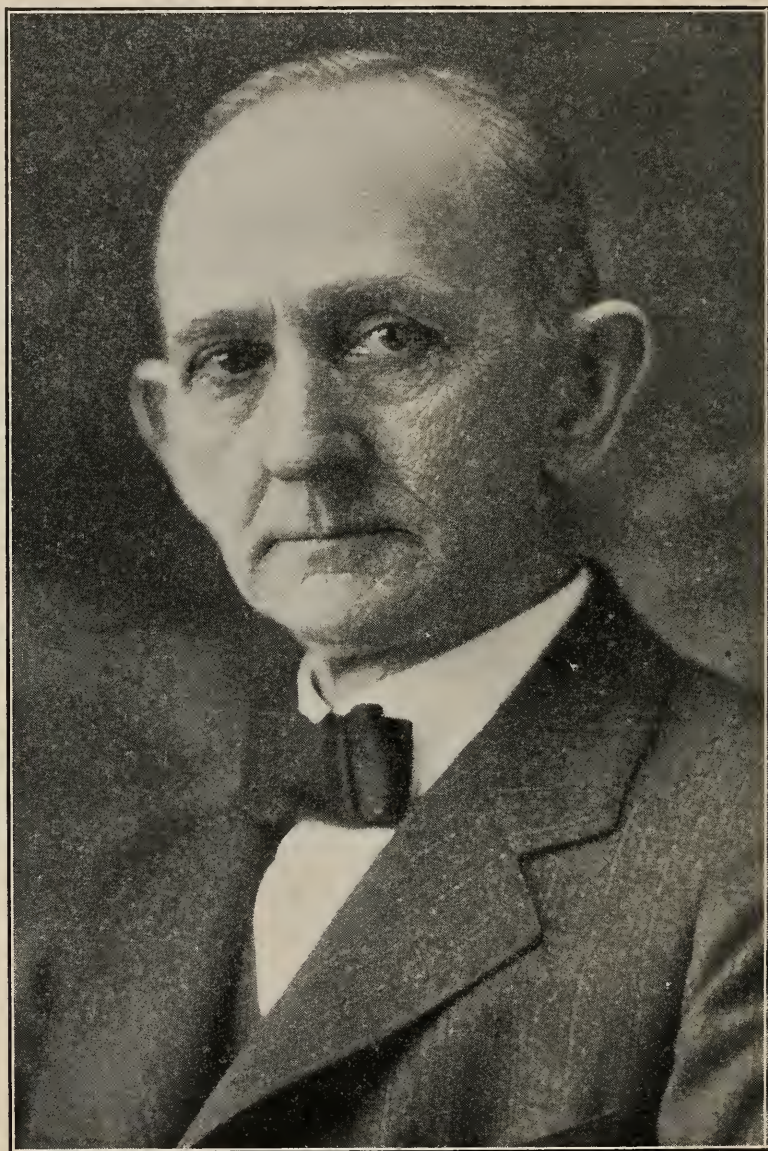
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The 1930 meeting of the North Carolina Pharmaceutical Association
will be held at Raleigh, June 24-26.

The summer examinations of the North Carolina Board of Pharmacy
will be held in Chapel Hill, June 11.



GERMAIN BERNARD, of Durham

The druggist pictured above, Mr. Bernard, is representative of the finest type of pharmacist in the State. Hard working, unassuming, capable, he so manages his store as not only to inspire the confidence of his patrons but to keep the business upon an expanding, paying basis. Born April 30, 1873, in Greenville, N. C., Mr. Bernard began his drug career in 1888 in Blacknall's Drug Store, Durham, the only store with which he has ever been connected. Now sole owner of the business, he is also joint owner with Mr. C. T. Council of the Five Points Drug Co., and the B. C. Remedy Co., both of Durham.

I WOULD LIKE TO OWN THIS SORT OF DRUG STORE

What Senior pharmacy students, soon to be graduated from the University of North Carolina, are looking forward to when they leave college in June.

(The following interviews were obtained by a JOURNAL reporter who was curious to know what the oncoming generation is planning in its mind. Some of the statements sound idealistic and some are possibly beyond practical bounds, but the drug business in no great while is going to be in the hands of just such successors as these, and their views are worth study. Some of the students have had practical experience, some have not. All are expected to graduate in June.—Editor.)

H. C. Bell

There are many things to consider in purchasing or establishing a drug store of your own, especially an ideal store. I would want my store in a medium sized town, one of about five to ten thousand, because overhead expenses such as rent are so high in a large city. My store must be the size that would carry about a six or seven thousand dollar stock. The reason for this is that the turnover would be greater, hence more profit.

One of the main things I would stress in the operation of my store would be the working hours. I believe ninety-eight per cent. of the drug stores in North Carolina stay open from seven to eleven or twelve o'clock at night. Why should they do this? It is just a habit in the drug store business to stay open three-fourths of the time. There are no other stores such as grocery stores, dry goods stores, etc., that stay open from seven to twelve. My store would open at seven-thirty in the morning and close at nine-thirty at night. My hours would be regular. If a prescription is to be filled it is a very easy matter to go down to the store and fill it. I know a store in North Carolina (it may be the only one) that has regular hours from seven-thirty until ten, and it is a prosperous and growing business.

R. B. Bolton

There are several things I would consider in choosing the kind of drug store I would like to own. Location, which is of the greatest importance, should be thought of first. I would like a store in the center of the business district in a town of about 10,000 population. This size town puts one in con-

tact with every customer, thereby creating friendship and a regular customer.

The next thing to think of is appearance; I would like an attractive front with large modern show windows for advertising. In the interior I would prefer having my inventory divided into four departments. These are: Soda, Tobacco, and Confections, Toilet and Rubber Goods, Patents, and Prescriptions. The fountain department will be placed on the left about ten feet from the entrance, and the toilet department on the right, the prescription room at the rear with the patents between the two.

The buying policy for the above store would be a month's supply of each article so as to reduce carrying charges.

It is understood that the best grade of pharmaceuticals would be used and each item priced to yield an average gross profit of 35%.

E. P. Cahoon

There are several factors which would go to make up the kind of drug store that I would like to own. A few of the most important ones would be the location of the building, the management, the stock, and the trade.

I would be very careful in selecting the location for a store. This is one of the most important points in owning a drug store because the fate of the trade would lie in the hands of the store's location. For this location, I would select a busy corner where I could be sure of a good trade.

In managing my business I would keep an up-to-date stock for my customers. I would furnish my store with nice fixtures and run the store on a modern business basis. If I could accomplish this, I would have the kind of a drug store that I would like to own.

R. E. Clark

My drug store would necessarily have to be practical. In this advanced day I would have to compete with chain stores. Low prices, a varied and complete display of goods, and quick service are the three best means of competition.

The advantage in low prices lies in a large and quick turnover of the goods. Goods may be bought in large enough amounts to obtain a good discount. In this way I would be able to cut my prices.

The store must have much display room. In order to buy, the public has to be able to see the goods. All forms of cosmetics and toilet goods must be continually before its eyes.

Service would be the essential part of my store. I would work boys at the fountain and turn the cosmetics and toilet line over to girls. I would insist on quick and polite service. In these ways I would obtain a store that would compete with any.

R. G. Kale

In my opinion the location of a drug store as close as possible to the principal square and yet affording ample parking space would be ideal.

The entrance should be wide with folding doors. Narrow display windows, properly lighted, would be sufficient.

I would prefer light-finished wall fixtures with sliding glass doors in both upper and lower sections. The number of sections of fixtures would be determined by the amount of stock carried. The cigar case should precede an electrically refrigerated fountain, behind which is a cement standing space properly sloped so that water would drain to the waste pipe in the center of the cement. From the fountain to the prescription screen there should be wall fixtures like those on opposite side. The prescription screen should be a display section for novelties, etc. A wrapping counter placed to the rear on each side would be convenient; and the candy case should be in middle and to the front of the store.

I would have the prescription counter as long as possible, allowing for a door at each end. The sink should be just behind

the counter and in center with prescription bottle shelves above it. For convenience, sections of shelves should be as near as possible to the counter and sink. Then, of course, shelves should be built around walls of prescription room for surplus stock and drugs which are not used often.

The manager's office should be on a balcony built over the prescription room. This gives him a chance to look out in front.

M. R. Lewis

In selecting the location for my drug store, I would prefer the business section of the town, because it gives a greater advantage of serving a greater number of people.

A drug store should be situated so that it is easily accessible to all classes of people.

The store should be well equipped with necessary fixtures, in order to insure quick service and for the convenience of the employees. A neat drug store also attracts the attention of the public.

The store should be well arranged in several departments so as to enable the clerk to render service to the customers without delay or confusion.

Uniform heat and ventilation are desirable for the employees' and customers' welfare.

The lights should be arranged so that all goods in the store could be seen without the least difficulty.

A. D. McNeill

In considering drug store business, we should be on the look out for things that will help our profession and make the work more fascinating, and at the same time furnish a sufficient income for a comfortable living. In owning or managing a drug store, I would prefer to have one in a town with the population of about twenty to twenty-five thousand. In a town of this size taxes and rent would not be so high. I would not want a store to have more than a ten thousand dollar stock. In most towns of this size there is a wholesale house. If not, it is possible to get daily service from some nearby wholesale house. To carry a large stock would mean more overhead.

I think it would pay every druggist in the

drug business to have their stores departmentized. The manager could very easily tell what was paying, and what was not paying.

Drug service is important, and it is necessary for such stores to stay open longer than other stores, but I believe as a rule they stay open more hours than is absolutely necessary. Prescription work should be looked after at any hour, day or night, but other purchasing could be done during the day. Long hours make dull clerks. Wide awake clerks make a wide awake business.

E. E. Merrill

In looking for a job in a drug store, after finishing my course in pharmacy and receiving my Ph.G. degree, there are several things I want to consider.

The first and the most important thing is the manager. He must be one who is wide awake and is constantly on the job. This means very much to a young druggist starting out on his career.

Next, I believe the location should be considered. I prefer a store that has an entrance on a busy street. As a rule, in such a location a store has good trade and a large volume of business. Along with the location, the show windows and the display windows are an important means of advertisement; and also the inside of the store should be taken into consideration. It must be kept clean and attractive. The stock should be classified and well arranged, if possible, having everything showing so that it will be easy to find.

I hope to get into a store that has a good prescription business and one that takes pride in dispensing a well compounded prescription in a neat package.

Another thing I want to consider is the question of hours. I think it a bad policy to work clerks on a long hour basis. Long hours prevent them from getting the proper amount of recreation, and thus prevents them from doing justice to their work and their employer.

L. E. Reaves, Jr.

Choosing the type of store I would like to own has been a difficult matter. However, I would desire a drug store located in a city

with a population of 20,000 or less in the heart of the business district. Space forbids me to give here my specific reasons for this choice.

Next to location in importance comes appearance, both interior and exterior. Special care of windows so as to realize the most from them in the form of advertising is essential in giving beauty to a store. Inside, I would carry out a plan of sectionization into seven parts, composed of Soda and Tobaccos, Toilet Articles, Patents, Rubber Goods and Sundries, Confections, Prescriptions, and Store Room, with each in a special type of fixture, thereby giving the store distinctiveness and beauty.

In buying my goods I think it best to purchase only enough of the average article to supply a month's needs. In this way I would be able to cut down carrying costs appreciably, and discount my invoices when due.

Having had quite a little experience "behind the counter" myself, I have found that the policy of the customer being always right is a good one. After all, a pleased customer is a store's greatest asset.

Chas. B. Sears

When it comes to choosing a store that one would like to manage or own, there is a wide difference in choice. Personally, I feel that I haven't enough drug store experience to make a wise choice, so about all I can do is to imagine.

As I see the retail drug store situation, there are not enough real business methods employed in the management of the stores. The methods employed in the average drug store are too slack. For example, how many drug stores do you know that deny the clerks the privilege of drinks, candy, cigarettes, and many other seemingly negligible articles? If the stores allowing such privileges would cut it out, I am sure it would add considerably to the profits. Some drug store managers might say, "Oh, a little thing like that doesn't matter," but if more attention was paid to the little things, I feel sure that the retail drug stores would be more prosperous.

Another thing that seems of great impor-

(Continued on Page 169)

HOW CAN INDEPENDENTS SUCCESSFULLY COMPETE WITH THE CHAINS?

By M. P. Gould, of M. P. Gould Company

This is a large order. It would not be so large if it were not for the Independents. The difficulty has not been with the Chains. They are vulnerable. The real trouble has been with the Independents.

Briefly this is the situation. The chains operate on the "Loss-Leader" plan. That is, they deep-cut the prices of standard advertised brands of proprietary and toilet products to draw the crowds. But they sell much more other high-profit merchandise at the same time—and come out with a big average profit. Meanwhile most of the Independents either have done nothing—and have lost much of their trade or they have rushed in with deeper cuts and have lost their profits. That is exactly what the Chains wanted them to do.

So many of the Independents seem unable to see that their only chance of success under the circumstances is to advertise, at special but profitable prices, various items of general merchandise which constitute 70% to 88% of their total stock. One successful Chain (which only a short time ago was an Independent) reported recently that it cut only 7% of its important items—less than 300 out of 4,000.

Any substantial Independent could do the same thing if he would allow himself to do so. Hundreds of good manufacturers, among them some who have been hurt by the Chains, are just aching to quote low prices direct to the Independent if he would only make the move to do a merchandising business in a modern way.

It Can Be Done

Realizing how much a new practical plan of this character would mean to the Independents, we have made a start in their behalf. We have made arrangements with

a number of well-known manufacturers, and are making additional arrangements with others as rapidly as possible, to sell certain drug store controlled trademarked goods direct to Independent Druggists—and them only. We have taken the necessary steps to enter a general name under which the merchandise will be trade-marked, for purpose of control in behalf of the Independents, and thereby to keep these products out of the hands of Chains and undesirables.

So far, we have been working on alarm clocks, soaps, stationery, fountain pens, rubber goods, brushes, etc. Not one rebuff or cold shoulder have we received. This assures us that we are on the right track.

We have also planned an effective method of moving this controlled merchandise off the shelves of the Independents and into the hands of the public at a profit ranging from 33 1-3% and up, for the druggist, but still underselling competition.

For example, the alarm clock which we have selected and trade-marked is selling, under another name, in Chain drug stores at \$1.19 to \$1.39. Our group of Independents can buy these clocks at 65c to 74c and advertise them to sell at 98c to \$1.09 and make a gross profit of 33c to 35c and up per clock. Furthermore these clocks under the controlled trade-mark name can not be purchased in any Chain drug store, grocery, department, mail order or other such outlets.

The Merchandise Advertising Plan

In order to meet the needs of the Independents Druggists, the plan of advertising the merchandise must be individual. It cannot be general. Each druggist must fight his own battles in his own way. Co-operative general advertising for Independent Druggists has been a universal failure. This

(Adv.)

UNIT plan succeeds. It puts success, or failure, where it belongs—right up to each UNIT; that is, up to each store.

Our five storepapers make it possible for each Independent Druggist to carry on an effective merchandising campaign, meeting chain competition squarely and successfully, by getting the benefits of UNIT co-operative buying of merchandise and at the same time getting the benefits of individual operation of advertising in his own immediate locality.

Our Drug Storepaper plan of advertising has been in continuous and successful operation. Nationally, for over twenty-five years, therefore, it is a proven factor. However, this much can be added: the effectiveness of our storepaper advertising has been so greatly increased by the use of the new plan of General Merchandise, to sell at attractive competitive, but profitable, SPECIAL PRICES, that the whole proposition must now be REVALUED even by their most successful users.

For example, An Independent on the Coast, put on an Alarm Clock Special Sale at 98c, making it a real event, by the striking combination of window and counter displays, store decoration, and our storepaper advertising. He sold 252 clocks the first week, yielding a gross profit of about \$50.00 to \$55.00, which paid for one thousand of our storepapers and their distribution, and left \$25.00 to \$30.00 clear—with 252 customers to many of whom other items were sold before they got out of the store.

We have five drug storepapers so that each druggist can have, not only different editorial reading matter and different advertisements, but all can have a strong and distinct editorial page to define clearly a distinct policy, appropriate to his type of drug store; for example, The Declaration of Independents, as its name implies, represents a high type of pharmacy which is willing to advocate and defend its policy as of the

most benefit to consumer, retailer and community at large.

The Fairplay represents the sterling quality successful druggist who practices fairplay to his customers and to himself, and wants to educate his patrons to a better understanding of the benefits of paying what a thing is worth, and not resorting to subterfuge or deceit in everyday operation.

The new storepaper called THE INVITATION is written for the High-Toned Druggist in an Aristocratic Community. The cover design and illustrations as well as the text matter are expressive of that type of druggist. So is the editorial page. So also are the advertisements.

Then, there is our highly developed modern merchandising storepaper called the RALLY, which is made to fit the go-getter type of druggist, whose hat is in the ring and who proposes to meet competition in his own way and get his share.

Last, but with the longest and proven reputation for results comes our 25 year old storepaper, THE PUZZLER with a very distinct, NEW editorial page most interesting and educational, which has received nation-wide approval by druggists of all types and localities and conditions.

We have been serving the druggists continuously since 1896, but this is the first time, to our knowledge, that there has been a medium available, which gave the druggist an opportunity to have a known policy, expressed clearly to his customers, and made interesting and educational in support of his type of store and all that it represented.

No wonder, the letters are coming to us, congratulating us, and the druggists on having this new Public Advocate to work for them, and to explain and support their several respective policies of doing business.

We will be glad to mail copies of our storepapers to any Independent Druggist who will write us and tell us of his local situation. (M. P. Gould Company, 450 Fourth Avenue, New York, N. Y.)

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Goldsboro Enforces Sunday Laws Against Drug Stores

A news item, dated January 6, from Goldsboro, reports that a fine of \$10.00 and costs was imposed by Mayor J. H. Hill upon the proprietor of a local drug store who was charged with violating the Sunday closing law. While establishments serving meals may remain open, the Mayor ruled, it is reported that a soda cracker and a soft drink are not a square meal, and that serving a cracker with a drink did not constitute the drug store a restaurant.

It is further reported that Judge D. H. Bland, in county court, ruled that the closing ordinance discriminated against news dealers and to that extent is unconstitutional, and on those grounds he dismissed similar charges brought against a news dealer of the city.

It is noted that the proprietors of the drug store appealed from the judgment of the mayor to the county court. We do not have a copy of the ordinance upon which the charges against the drug store proprietors were brought, at the same time, however, it is rather difficult to understand how a city ordinance may be so framed as to permit news stands to keep open on Sunday without also extending a like privilege to drug stores. From the meager report of the case at hand, it appears that Judge Bland of the county court in order to be consistent will be compelled to dismiss the charges against the drug store proprietors when the case comes before him for the same reasons and upon the same grounds that he dismissed the charges against the news dealer.

In connection with the proposition of the Sunday regulation of drug stores, the writer respectfully requests drug store proprietors in the towns in which Sunday laws are in effect, to read again Editor Beard's splendid editorial on the subject of "Staying Open

on Sunday" that appeared in the December issue of this JOURNAL. It is believed that if the survey of this situation as outlined by Mr. Beard in the editorial, referred to, were presented to the governing body of any town, arrangement could be worked out that would be entirely satisfactory to all concerned.

Medicinal Preparations Manufactured by Retail Druggists

A rather large number of retail druggists in the State are now either marketing or attempting to market medicinal preparations of their own manufacture, and not infrequently the writer is called upon to furnish information as to the labeling of such products and for a list of the ingredients that are required to be declared on the label.

In the first place, the Federal Food and Drugs Act applies to all drugs that enter Interstate or Foreign Commerce, or are made, sold, or offered for sale in any Territory of the United States, including the insular possessions, or in the District of Columbia. The State Food and Drugs Act applies to all drugs in like manner within the State.

The term "drug", under the provisions of both the Federal and the State Acts, includes all medicines and preparations recognized in the United States Pharmacopoeia or National Formulary for internal or external use, and any substance or mixture of substances intended to be used for the cure, mitigation, or prevention of disease of either man or other animals.

There is nothing in either the Federal Act or the State Act that provides for the issuance of permits or licenses to manufacturers of medicinal preparations, nor does either act authorize the approval of preparations or of labels. It is not necessary, therefore, to submit samples or formulas of medicinal preparations for examination or



Bottles of Character

CLEAR, Sterile, quality prescription ware radiates the care employed in the preparation of the medicinals which they dispense. Insist upon Owens-Illinois Bottles.

Owens-Illinois Glass Company

Toledo, Ohio

SECOND SESSION

SCHOOL SUPPLIES

Tablets

Pencils

Pen Holders

Pen Points

Inks

Box Paper

Mucilage

Rulers

Drawing Tablets

Drinking Cups

Crayons

Erasers

Chalk

Blackboard Erasers

Library Paste

Book Straps

THE BODEKER DRUG COMPANY

RICHMOND, VA.

D

O Coty
Caron
Yardley E
Houbigant

B

White & Wyckoff
Stationery
West Tooth Brushes
Eveready Flashlights
J. Hungerford Smith
Roger & Gallet

K

S

Goodrich
Eastman
Lilly

E

R

The Bodeker Drug Co.
Richmond, Va.

“Better Built” Store Fixtures Were Acknowledged The Best In 1929

“BETTER BUILT” STORE
FIXTURES WILL BE
STILL BETTER IN 1930

If you are planning any changes in your store during the present year it will pay you to let us plan with you. We specialize in Designing and Manufacturing Drug Store Fixtures for Progressive Druggists. No job too large or too small to receive our careful attention.



MORRISON MANUFACTURING CO.

Statesville, N. C.

BANK

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OFFICE

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STORE FIXTURES

approval. At one time, a permit was required under the Federal Act, but this requirement was done away with.

Neither of the Acts specify the substances that may or may not be used as ingredients, but they do require that the quantity or proportion of certain substances present in drug products shall be plainly stated on the label of the container, and on the carton or wrapper. The substances are alcohol, morphine, opium, cocaine, heroine, alpha and beta eucaine, chloroform, cannabis indica, chloral hydrate, and acetanilid, and any derivative or preparation of any of these substances, and in connection with the declaration of a derivative the parent substance should also be named.

The method of stating the quantity or proportion, set forth in Regulation 25 of Service and Regulatory Announcements, Ninth Revision, issued by the Food, Drug and Insecticide Administration of the United States Department of Agriculture, is as follows:

(a) The quantity of alcohol in a drug shall be stated in terms of the average percentage by volume of absolute alcohol in the finished product.

(b) In a liquid the quantity of any substance specified above, except alcohol, and the quantity of any derivative or preparation of any such substance, including derivatives of alcohol, shall be stated in terms of grains or minims per avoirdupois ounce, provided that statements may be in terms of the metric system, if preferred.

(c) When two or more pills, wafers, tablets, powders, capsules, and the like are put up for sale or distribution in the same container, the quantity of the specified substance or derivative present in each pill, wafer, tablet, powder, capsule, or other unit shall be stated.

(d) A statement of the maximum quantity or proportion of any substance specified above present will meet the requirements, provided the maximum stated does not vary materially from the average quantity or proportion.

The requirements governing the labeling

of medicinal preparations are becoming more exacting all along. This office will be glad to advise any druggist who contemplates marketing a medicinal product of his own manufacture. And it is suggested that the matter be taken up with us before the labels are printed or lithographed, as the case may be, and thereby avoid the necessity, if possible, of having the labels printed again in order to meet the requirements of the Federal and State drug laws.

Resale Price Maintenance

Representative Clyde Kelly, of Pennsylvania, in an eloquent and convincing address, concerning "Price Control and Customer Protection" on the floor of the National House of Representatives on December 9, concluded his address with the following summary, showing why he believes that resale price maintenance will benefit the consumer:

First. It protects identified goods, saving the time of the buyer and assuring uniform quality.

Second. It means lower prices, fixed under competitive conditions, for securing the widest possible markets.

Third. It will hinder the process of monopolization of retail merchandising by increasing fair competition.

Fourth. It will tend to prevent mergers of manufacturers seeking to protect themselves from predatory price-cutting.

Fifth. It will stimulate better merchandising methods by protecting efficiency and economy among independent distributors.

Sixth. It will benefit every farmer who sells his products to the manufacturers of standard food products.

Seventh. It will benefit every city dweller who desires a dollar full value of every dollar expended.

Eighth. It will assure mutual profit sales with benefits to both parties from every transaction.

Ninth. It will encourage honest business methods, wherein lies the consumer's only sure protection.

More Opposition to Chain Store Growth

According to the associated press, Attorney General C. C. McCall a candidate for Governor of Alabama in the 1930 Democratic Primary has declared himself against "The Continued unregulated growth of foreign chain stores in Alabama."

The stand was taken, it is stated, by the Attorney General following receipt of a telegram from W. K. Henderson, operator of radio station KWKH at Shreveport, La., and Governor Huey P. Long of Louisiana, requesting him to aid in the fight being waged by the Louisiana governor and the radio station against chain stores.

"Answering the inquiry of Your Excellency and Mr. W. K. Henderson as to whether or not, I, as a candidate for Democratic nomination for Governor of Alabama in the forthcoming primary in this State, will take a definite stand concerning foreign chain stores." The attorney general replied, "will state that I am with you and Henderson in your fight against the domination of our economic life by this menace, and I am convinced that the continued unregulated growth of foreign chain stores in Alabama and other states will surely tend to destroy individualism and independent business through slowly-bleeding communities of profits which otherwise would be used by independent or domestic agencies to build up communities.

"I am opposed to putting business in Alabama in the hands of outsiders and its earnings into the hands of a group of Wall Street financiers who do not and will not help build up any state."

It has been reported that other candidates are contemplating taking a similar stand. To what extent the fight being waged by Mr. Henderson over KWKH will go toward curbing the growth is at this time problematical, but one thing is certain, and that is the fact that his denunciations of the chain stores are being listened in on by audiences throughout the length and breadth of the United States, evidenced by the thousands

of communications going to this station daily, and by the hundreds of applications being forwarded each day for membership to the Merchants' Minute Men, an organization originated by Mr. Henderson. Listen in on KWKH. You will enjoy it.

North Carolina Laws for Pharmacists Codified*

North Carolina is doing things other than building good roads and paying a large share of the nation's internal revenue tax. She is setting a good example for the other states by making into a booklet all her laws of especial interest to pharmacists. Maybe other states have done this, too, but the North Carolina booklet has just been received, and so is the one that gets the mention just now. If there are others, they, too, will be noticed when received.

The booklet is divided into four parts, devoted, respectively, to the pharmacy law, the prohibition law, the food, drug, insecticide and fungicide laws, and to miscellaneous laws. The latter section contains portions of statutes bearing on itinerant vendors, slot machines, abortifacients, fraudulent advertising, cigarette sales, and other subjects.

Incidentally, the North Carolina Pharmaceutical Association elects the Board of Pharmacy of that State and the Governor shall commission the association's choice. There may be one other State in which this is the law, but hardly more than one.

The laws are annotated with references to court decisions. The booklet is the work of the board's attorney, Frederick O. Bowman. It is distributed among the pharmacists of the State, who must find it most helpful.

* Editor's Note:—The above appeared in the December 1929 issue of *The Druggists Circular*. A copy of the pamphlet referred to, was mailed during the latter part of November by Secretary F. W. Hancock of the Board to every licensed pharmacist in North Carolina. The Board of Pharmacy desires that every pharmacist in the State have a copy of this Compilation of Pharmacy Laws, and Secretary Hancock will be glad to furnish an additional copy, upon request, to any pharmacist who failed to receive the one mailed to him.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Eastern Carolina News

F. L. Bundy, *Reporter*

Early on the morning of January 6 thieves broke into Dizor's Pharmacy, located at Bloodworth and Lane Sts., Raleigh. A stamp machine, a box of cigars, and a few other small articles were taken. The thieves broke in through the door, smashing off the top of the lock and then picking the door open. City detectives are at work upon the case but so far the guilty parties have not been found.

Mr. E. J. Pittman, of Elm City, died at one o'clock on January 3. He was taken seriously ill on Thanksgiving day and had been desperately sick ever since. He was originally from Fairmont, having been born Dec. 24, 1886, and was the son of Lewis and Sarah (Easterling) Pittman. He was in the drug business in Fairmont for a number of years, selling out several years ago. Since that time he has practiced his profession in several towns in eastern Carolina and for the past two years has been manager of the Winstead Drug Co. in Elm City. He is survived by a widow and two children.

Of interest to druggists of the State is the marriage on December 25 of Mr. Dan Shepard Pigott, originally of Beaufort, and Miss Etta Lee, daughter of Mr. and Mrs. S. R. Lee, of Greenville. The wedding took place in the Methodist church in Rocky Mount. Mr. Pigott graduated from the State University School of Pharmacy in 1924. For the past two years he has been manager of the Pitt Drug Co., of Greenville, and prior to that time he was connected with the Bradham Drug Co., of New Bern. After a motor trip to Washington, D. C., Mr. and Mrs. Pigott are at home to their friends in Greenville.

Messrs. C. M. Fordham and R. D. Farrell, both of Greensboro, have bought the stock

and fixtures of the Sykes Drug Co., 230 Market St., Greensboro, and are operating the business as the Greensboro Drug Co. The firm has been incorporated with an authorized capital stock of \$50,000, of which \$10,000 has been subscribed. The store has a splendid location being directly in front of the Court House and one block from the new post office site.

Just before the Christmas holidays the Copeland Drug Co., of Ahoskie, was broken into and four or five hundred dollars worth of goods stolen. Fountain pens, desk sets, candy, leather and toilet goods were secured as well as about \$10 in change from the cash register. Local boys were suspected of the robbery and finally one of the boxes of candy was traced to a member of the suspected group who confessed and told where the goods had been hidden. Most of the stolen articles were recovered but the robbers made good their get-away.

Messrs. A. C. Cecil and D. A. Dowdy, of High Point, have just returned from a hunting trip to Paradise Point, near Jacksonville, N. C. They report ducks and geese plentiful.

Mr. Tom G. Crutchfield, of Greensboro, has accepted a position with E. R. Squibb and Sons, traveling central and eastern North Carolina. Mr. Crutchfield has been succeeded at the O. Henry Drug Store, No. 1, by Mr. W. P. Phillips, of Morehead City, who has been with Bradsher and Bradsher, No. 2, of Charlotte, for the past few months.

On Dec. 27-28 the Norwich Pharmacal Co. held their semi-annual sales and advertising meeting at the Half Moon Hotel, Coney Island, N. Y. The southern salesmen attending were: Messrs. John K. Civil, Charlotte; F. L. Bundy, Raleigh; Robt. H. Milton, Atlanta; D. Allen Smith, Savannah; H. W. McCall, Jacksonville; and A. W.

Walker. All of these men with the exception of Mr. Walker are North Carolinians.

All Around the State

M. J. Leimkuhler, Reporter

The Main St. Pharmacy, of Hendersonville, has been purchased by **Mr. R. G. Scruggs**, of Asheville. The name has been changed to Scruggs Drug Store. Mr. Scruggs has also purchased the Beaver Lake Pharmacy, of Asheville.

Mr. T. B. Fearrington, formerly proprietor of Carmichael's Pharmacy, of Asheville, has opened the Norwood Park Pharmacy in a suburb of the Mountain City.

Mr. J. M. Smith, of Asheville and Canton, will open Smith's Drug Store, Inc., in Spartanburg, S. C., early in February.

Mr. Archie A. Gamble is now associated with Rimmer's Drug Store in Charlotte.

The Heritage-Wilson Drug Co., of Burlington, was completely destroyed by a disastrous fire which also burned several business houses and an apartment building on the night of January 6. The proprietors, **Messrs. Jim Heritage and Gene Wilson**, immediately secured temporary quarters and opened for business the following afternoon.

Mr. J. J. Schafhausen, formerly with Wilkins Drug Store, of Asheville, is now located in Miami Beach, Fla. **Mr. J. R. Avera**, who has been with Bilbro's Drug Store in West Asheville, succeeds Mr. Schafhausen at Wilkins.

Mr. W. D. Tennant has purchased the Asheville Pharmacy and Laboratory Co. in the Buncombe capital.

Mr. C. A. Raysor, retired druggist of Asheville, was re-elected chairman of the board of directors of the Southern State Bank, of Asheville, at a meeting of the directors and stockholders held on January 8.

Mr. F. D. Culpepper, of the Thomas-Culpepper Drug Co., of Henderson, suffered a nervous breakdown several weeks ago. He is at present confined to a Richmond hospital, but expects to return to his store about February 15.

It is with regret that we announce the death on December 17 of **Mr. Erwin W. Blythe**, prescriptionist for the S. M. Macfie

Drug Co., of Brevard. Mr. Blythe was stricken with a heart attack on the morning of December 16 and died the following day at noon. He was 65 years of age. Forty years ago he moved to Brevard from Hendersonville and opened one of the first drug stores in the town. Nine years ago he moved to Timmonsville, S. C., where he operated a drug store for five years, then returning to Brevard.

General News Items

Among the incorporators of the *Courier-Journal*, of Apex, is **Mr. A. V. Baucom**. The corporation will operate and edit a newspaper with authorized capital stock \$50,000 and subscribed stock, \$2,500.

Mr. Brem Bonner, formerly manager and part owner of Sutton's Main St. Pharmacy in Durham, is now making his home in Sylva where he is connected with the Buchanan Pharmacy.

Mr. D. R. Davis, of New Bern, has gone to Roxboro to accept a position with the Davis Drug Co., owned by his uncle, **Mr. E. M. Davis**. He has been with the Davis Pharmacy in New Bern for some time.

The JOURNAL extends sympathy to **Mr. Germain Bernard**, of Durham, in the death of his sister on Christmas Day, and to **Mr. M. C. Miles**, of Henderson, whose mother died after an attack of pneumonia on January 2.

Slight damage was done by fire recently to the Standard Drug Co., one of the oldest business establishments of Asheboro, when flames from a pile of trash on the outside of the building spread to the structure. Damage was estimated to be between \$200 and \$300.

We understand that the Saluda Pharmacy has gone into the hands of the receiver.

On December 22 the drug store of **Mr. J. Paul Burnett** in Whitakers was destroyed by fire. Mr. Burnett has bought the stock, fixtures and good will of the Whitakers Pharmacy in the same town from **Mr. J. Mack Cutchin**, who is retiring from the drug business after more than twenty-six years of service to the people of Whitakers. Mr. Cutchin is a large land owner and will de-

vote his time in the future to the management of his farms.

On the night of December 19 the Jackson Drug Co., of Jackson, was broken into by thieves who took all the cigars and cigarettes in the store and then removed the safe from the building. Afterwards they hauled it to the woods between Weldon and Jackson where it was opened and rifled.

The thirty-second annual convention of the N. A. R. D. will be held in Atlantic City in September, 1930.

It is with much pleasure that the JOURNAL announces that **Mr. J. L. Sutton**, proprietor of Sutton's Drug Store in Chapel Hill, is now a Life Member of the North Carolina Pharmaceutical Association. Mr. Sutton has been a member of the organization since 1915, which was shortly after he became licensed as a registered druggist in this State. Recently, however, he decided to change his membership to one for life. This brings the number of Life Members up to thirty-five.

We are delighted to report that **Mr. C. P. Mabry**, of Mabry's Drug Store in Hamlet, is improving after an illness of three months. He paid the JOURNAL offices a visit a few days ago and says that he is now able to spend two or three hours at work in the drug store each day.

The JOURNAL acknowledges with appreciation a contribution of \$1.00 from **Mr. J. D. Bain**, of the Sylva Pharmacy, of Sylva, to the fund that is being raised for Uncle George McCauley, a long-time janitor of the Pharmacy Building of the University. Mr. Bain and his family spent his vacation recently at his old home in Wendell and while there motored over to Chapel Hill for a few hours visit to the University. It was his first visit back to his alma mater in some time.

Mr. P. H. Hatch has been named temporary receiver for the F. W. Parker Drug Co. in Raleigh upon petition of **Mr. J. D. Simpson** on behalf of himself and other stockholders and creditors. The receivership petition sets forth that assets of the concern were \$7,257.15 and liabilities \$11,000.

The Creedmoor Drug Co., of Creedmoor, has been incorporated to buy, sell and other-

wise deal in drugs, etc. The authorized capital stock is \$10,000 with \$300 subscribed by **Messrs. J. L. Rogers** and **A. J. Rogers** and **Mrs. Gertrude F. Rogers**, all of Creedmoor.

Mr. T. H. Mayo, for many years prescription druggist in the Robinson Drug Store in Goldsboro, and still connected with that business, suffered a stroke of paralysis while seated at the breakfast table at his home on Walnut Street in Goldsboro on New Year's Day. His only son, Lieutenant Lewis Mayo, of the United States Navy, is on a boat which is expected to touch at Norfolk in a few days and relatives hope to be able to notify him there so that he may reach his father's bedside. Mr. Mayo is one of the oldest druggists in the State having been licensed in 1881.

Mr. D. P. Chamblee, who graduated from the State University last June, successfully stood the Virginia State Board examinations recently. Mr. Chamblee is originally from Wake County but is now making his home in Richmond.

The JOURNAL was in error last month in stating that **Mr. G. E. Henderson** was with the Patterson Drug Co. in Lynchburg, Va. He is with the Claiborne Drug Co. in the Old Dominion city. Mr. Henderson was recently granted license in Virginia by reciprocity.

Mr. B. G. Warren has resigned his position with the Edwards Drug Co., of Raleigh, and has been succeeded by **Mr. J. M. Buffaloe**, for several years with the Saunders St. Pharmacy in the same city. We understand that Mr. Buffaloe has been succeeded by **Mr. M. L. Shore**.

Mr. M. D. West, of Moyock, who received the Ph. G. degree from the State University in 1924, is now in charge of the Whelan Drug Co. in Lynchburg, Va.

The McKay Drug Corporation, of Durham, has been authorized by the Secretary of State to do a general drug business. Authorized capital stock, \$100,000; subscribed stock, \$1,000; by **Messrs. D. McN. McKay**, **C. N. Gunter** and **J. N. Lassiter**, of Durham.

Mr. Frank Robinson, of Lowell, is now representative for John Wyeth and Brother, Inc., of Philadelphia.

Another recent incorporation is Smith's of Asheville, to do a general drug business. Authorized capital stock, \$100,000; subscribed stock, \$3,000, by Messrs. J. M. Smith, C. D. Stowe and John C. Joyner, of Asheville.

Mrs. Leroy B. Willis, nee Miss Beatrice Averitt, has resigned her position with H. R. Horne and Sons, of Fayetteville, and has re-opened her home in Raleigh at 1915 Alexander Road.

The Norwich Pharmacal Co. gave out the following dividend notice under date of December 18: "The Board of Directors of the Norwich Pharmacal Company has declared a regular dividend of \$1.00 per share and an extra dividend of 50c per share on its Capital Stock for the quarter ending December 31, 1929 and payable on January 1, 1930 to stockholders of record at close of business December 20, 1929.

North Carolina Board of Pharmacy

The next meeting of the North Carolina Board of Pharmacy for the examination of candidates for license to practice pharmacy both as pharmacists and assistant pharmacists will be held in the Pharmacy Building at Chapel Hill, N. C., at 9:00 a.m., on June 11, 1930. Applications must be filed ten days before the examination. For blanks or information apply to

F. W. HANCOCK,

Secretary-Treasurer,

P. O. Box 910, Oxford, N. C.

An Old Friend—A New Subscriber

We are in receipt of the following letter:

Toronto, Canada,
November 30, 1929.

Mr. J. G. Beard, Managing Editor,
Chapel Hill, N. C.

Dear Mr. Beard:—

I am enclosing \$1.00 in currency to cover subscription to the CAROLINA JOURNAL OF PHARMACY.

I received the November issue and enjoyed reading it very much. It was like going back home to see the familiar names once more.

Sincerely,

(Signed) F. J. ANDREWS.

Former pharmacy students of the University of North Carolina remember Mr. Andrews most pleasantly. He received both the degrees of Ph.G. and P.D. in 1915. For some time he was connected with Haywood and Boone, of Durham, but for the past several years has been manager of the Canadian Branch of the Emerson Drug Co. with headquarters in Toronto. His address is 1266 Queen St., W.

Celebrating Tenth Anniversary

Although we are a little late in extending our congratulations we are taking this opportunity of felicitating the Copeland Drug Co., of Ahoskie upon its tenth anniversary. The store was established in July, 1919 by Mr. Rob Roy Copeland—the only drug store in the county. In the fall a formal birthday celebration was held, the local paper paying tribute to Mr. Copeland's long service to the people of the community. In speaking of him it says: "Rob Roy Copeland, Ahoskie's only registered pharmacist and operator of the drug store bearing his name, returned to his home town ten years ago and opened for business. He has enjoyed a nice business since he opened, and today Copeland's Drug Store is known in Ahoskie and throughout the section as headquarters for first class drug store service. Mr. Copeland himself is somewhat of a town builder and finds time off to engage in all local church, fraternal and civic enterprises. He comes from a family that has done much to promote the growth and development of Ahoskie."

Officers-Elect of the A. Ph. A.

The Board of Canvassers of the American Pharmaceutical Association composed of Messrs. L. F. Bradley, A. C. Taylor and R. L. Quigley, all of Washington, D. C., has announced as the result of the mail ballot for officers of the Association, the election of the following: President, H. C. Christensen, Chicago, Ill.; First Vice-President, Walter D. Adams, Forney, Texas; Second Vice-President, D. B. R. Johnson, Norman, Okla.; Members of the Council (for three years), H. V. Arny, New York City, T. J. Bradley, Boston, Mass., W. B. Day, Chicago,

Ill. These officers will be installed at the next annual meeting of the Association in Baltimore, Md., May 5-10, 1930.

The place of meeting for 1931 will be selected at the Baltimore meeting. The 1932 meeting will be held in Toronto, Canada, and will be a joint meeting with the Canadian Pharmaceutical Association.

A Veteran Employee

Keen and active after half a century of service with Parke, Davis and Co., Detroit, Michigan, **Mr. George Young** is here shown at his post in the company's Endocrine Manufacturing Department. He is standing beside one of the copper vacuum stills used in the production of digestive ferments and adrenalin. Mr. Young entered Parke-Davis service on January 4, 1880. He was hired



by Mr. George S. Davis, one of the founders of the business, and at that time the number of the firm's Detroit employees did not total more than 150. Mr. Young has always worked in the same department and was one of the late Dr. Takemine's helpers when that great Japanese scientist produced the first lot of Take-Diastase on a commercial scale.

In appreciation of his unique record of service Mr. Young has been presented by the firm with a suitably inscribed gold watch.

Albemarle Store Damaged

A midnight fire on January 6 gutted the interior of Snuggs Drug Store, located on Main St. between First and Second Sts. in Albemarle and for a time threatened adjoining business houses. The origin of the fire, which was discovered by passers-by, is not known. The damage was estimated at about \$4,000 by the proprietor, **Mr. W. H. Snuggs**. The Cabarrus Savings Bank was owner of the building. The interior of the structure was badly damaged by smoke, water and chemicals and a large part of the drug stock was rendered useless. The fire is believed to have originated in a part of the building in which crepe paper was stored and this naturally caused the blaze to gain headway rapidly. The store was closed about ten o'clock and the fire was discovered about eleven thirty. Some insurance was carried on both the building and stock.

Robt. M. Green Makes Many Installations

We are advised by Robt. M. Green and Sons that the following drug stores in North Carolina have had "Green" soda fountains installed in them recently: B. S. Warren, Druggist, Greenville Pitt Drug Co., Greenville; Eckerd's, Inc., Raleigh; Gibson's Inc., Concord; Wheless Drug Co., Farmville; Jas. M. Hall, Wilmington; Barnhill's Drug Store, Wilson; McDonald Drug Store, West Durham; Person St. Pharmacy, No. 2, Raleigh; Community Drug Store, Raleigh; Galloway's Drug Store, Raleigh; Grantham Drug Co., St. Pauls; E. R. Thomas Drug Store, Erwin; C. H. King Drug Co., Durham; Summers Drug Co., Kings Mountain; Davis Pharmacy, Canton; Mooresville Drug Co., Mooresville; Missildine's Pharmacy, Tryon; L. E. Scoggin, Louisburg; Funderburk-Gamble Drug Co., Monroe; Five Points Drug Co., Durham; and Peoples Drug Store, Forest City.

Celebrates Golden Jubilee

We have just read with genuine interest a recent number of the *Mooreville Enterprise*, which pays tribute to **Mr. Geo. C. Goodman**, well-known druggist, "who has been on the same job for fifty years." **Mr. Goodman** is celebrating his "Golden Jubilee" in the drug business and is one of the outstanding and progressive men of *Mooreville* and *Iredell* counties. The *Enterprise* outlines **Mr. Goodman's** long business career and then says: "There are other people who have been in business for fifty years, but it is an exception to find one who has remained at the same corner at the head of the same firm for so long a period. . . . He has always taken great pride in his drug business . . . and has won the confidence of the public to such an extent that his name is known far and wide among the citizenship of this and surrounding counties. . . . On account of the diligence and thrifty habits of this splendid citizen he has accrued unto himself a very substantial fortune and is now at the head of the First National Bank, being its president. For more than a quarter of a century he was the active secretary and treasurer of the *Mooreville Cotton Mills*, for a number of years until recently he was president of the *Mooreville Building and Loan Association*, besides being a director in other business enterprises. . . . But with all these honors and positions of confidence and trust, he regards his friends as the most valued asset that he possesses, and now that he is celebrating the "Golden Jubilee" at the drug store, he receives his friends with the same hearty welcome that was extended during his first days of business life within the community." The *Geo. C. Goodman Co.* has recently taken out papers of incorporation with **George C. Goodman**, president; **Mrs. Geo. C. Goodman**, vice-president; **George S. Templeton**, secretary-treasurer.

Our Collection Nearly Complete

As most of the members of the Association know, for a number of years we have been making an effort to collect biographical information about the past officers of the Association and members of the Board of Pharmacy. At the Golden Anniversary meet-

ing in *Asheville* Secretary **Beard** was able to report that our records were complete with the following exceptions: we do not have a photograph of **Mr. H. R. Cheers**, past president of the Association; we have been unable to secure the biographical information from **Messrs. E. G. Birdsong** and **W. H. Wearn**, both past presidents of the Association and the latter also a member of the Board of Pharmacy; and we have no biographical data or a photograph of **Mr. J. P. Bradley**, likewise a past president. It was also stated at that time that we had been unable to secure a photograph of **Mr. R. H. Jordan**, president of the Association 1900-01. We are delighted to report that we now have a most excellent picture of **Mr. Jordan**. On the way home from the *Asheville* meeting **Dr. E. V. Zoeller** and **Mr. I. W. Rose** stopped by *Charlotte*, and through the kindness of **Mr. D. A. McLaughlin**, a splendid photograph of **Mr. Jordan** was secured. We are very proud of the historical files of the Association and it is hoped by the editor that before very long our records will be complete.

Druggists Go Hunting

Mr. J. P. Stowe, of *Charlotte*, has long been known as one of the greatest hunters in these parts. Each year he eagerly waits for the hunting season to open. Shortly after the season began this fall he organized a hunting party for five days duck shooting in *Currituck County*. The hunters were mostly doctors and druggists and included besides **Mr. J. P. Stowe**, his brother, **Mr. L. H. Stowe** and Attorney **F. O. Bowman**. The party was pronounced a great success and the huntsmen came home laden with game. We understand that **Mr. J. P. Stowe** and Attorney **Bowman** killed more game than any members of the party. Shortly after the return of the latter to *Chapel Hill* he gave a delicious game supper. Among those invited to enjoy the feast were **Dean E. V. Howell**, **Mr. J. G. Beard** and **Miss Alice Noble**.

Births

Mr. and Mrs. C. L. Snydes, of *Sanford*, announce the birth of a daughter, **Margaret Glenn**, on November 15.

Mr. and Mrs. H. E. Whitmire, of St. Louis, Mo., formerly of Greensboro, announce the birth of a daughter, Shirley Anne, on November 15. Mr. Whitmire was formerly with the Vick Chemical Co., of Greensboro, and is a graduate of the State University.

Mr. and Mrs. Carl T. Durham, of Chapel Hill, announce the birth of a daughter, Margaret Whitsett, on December 28.

I WOULD LIKE THIS SORT OF DRUG STORE

(Continued from Page 157)

tance to me is cleanliness. I know of only three drug stores in North Carolina (and I know very few) that the prescription department is anyway as clean as it should be. If a drug store is clean, it is more attractive, and the customer two-thirds of the time, will walk by an unattractive store to go into an attractive one next door.

It is impossible for me, in this short space, to tell all the things I would like to do if I were managing a drug store, but, as I have tried to show, two of the main ones would be stricter business methods and cleanliness.

Robert Sisk

Every person has his dreams, ambitions, and hopes for success and achievements and so have I. To own a drug store that is properly departmentized, so that each department contains a rapid turn in stock, is my ambition. The departments must be: a perfumery dept., dept. of sick room supplies, prescription dept., patent good dept., candy dept., fountain dept., and miscellaneous. To have rapid sales and big profits people must see the goods. Attractive displays and "catchy" windows are a necessary factor in all drug stores and so must it be in mine. "Fire" sales on dead stock that hold money that could be put into live stock and could be redoubled is also another important factor. To carry only the very

best line of goods, is the foundation of any drug store. Quality always speaks louder than quantity in any kind of store and more so in a drug store. Quick delivery service and prompt attention to all orders is a necessity. The proper pharmacist, that is, the one that the people have fullest confidence in, is the foundation to the prescription department.

As I said above this is my ambition and if I achieve these the other desire, success, will follow. For on these rules, the drug store functions properly.

O. L. Umstead

In the midst of the present day drug situation, the druggists of the state have probably begun to devote much time to the problem of straightening out the disagreeable conditions that now exist. It is my purpose in writing this short article to attempt to set forth the type of drug store that would prove a success.

First, I shall consider the physical features. Under this head falls the importance of selecting a good location, the type of products to be sold, the establishing of a good reputation. The store should be departmentized and a record be made of each department. The goods should be purchased according to the class of trade, and the retail price standardized.

The manager of such a store should have complete merchandise control. He should have an up-to-date stock record system which enable him to have complete control of his goods. By this system he may ascertain what are "stickers" on his shelves, what goods move rapidly, and whether his stock is kept well-balanced.

The beginning of every transaction is buying; the end is selling. Effective selling is of equal importance with intelligent buying. A single sale is not the important thing; goodwill, the desire of satisfied customers to repeat purchases, is a great jewel of a great price to the merchant.

7% EXTRA

DO YOU GET ALL THE PROFIT YOU MIGHT MAKE ON CAPUDINE

Buy a \$20.00 lot from your wholesaler, send his invoice to the Capudine Chemical Company at Raleigh, and you will receive bonus check for 7% of Capudine purchased—if \$20.00 or more—and the jobber's invoice will be returned to you with the check.

This in addition to all cash and trade discounts given you by your wholesaler.



CAPUDINE CHEMICAL CO.
RALEIGH, N. C.



Powers-Taylor Drug Company

IMPORTERS AND JOBBERS OF

Drugs and Druggists' Sundries

9, 11, 13, 15 and 17 South
Thirteenth Street
RICHMOND, VA.

Combined Floor Space of Both Buildings About 30,000 Square Feet

We Solicit Your Orders. They Shall Have Prompt
Attention, and Lowest Market Prices
Quotations Furnished on Request for Anything in
Our Line

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The summer examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill, June 11.



THE FATES

These divinities of mythology were, as pictured above, three in number and were ordinarily regarded as female beings in whose hands were the destinies of mankind. They were considered the personification of unalterable necessity. No matter what gods or men might do in their efforts to prevent it, the result was always controlled by the Fates. All that Jupiter could do was to act as their chief executive. Clotho, the youngest (central figure above) was the spinner of the thread of life; Lachesis (at the left) determined the length of the thread; and Atropa (with the shears) cut the thread. All were daughters of Zeus. Michelangelo, in his painting "The Fates," pictures the three as rather elderly and without pretense to beauty. Thurman, however, in his painting, reproduced above, makes Clotho and Lachesis young and comely. Only Atropa is old and ugly. Her features show sad but determined lines such as befit the face of one who personifies and ordains Death. Linneus, the early scientist, gave to the belladonna plant the name "Atropa Belladonna," because of its deadly qualities. Its chief alkaloid was similarly named Atropine because of its power to destroy life.

EDITORIAL SECTION

J. G. BEARD, Editor

Chapel Hill, N. C.

Where Should Interest on Invested Capital Be Charged?

The following letter was recently sent by the editor to three men who are considered authorities in the field of drug store merchandising:

"Will you be so good as to advise me whether the interest on the capital invested in a drug business should be charged against net profits or be put in the overhead expense account? I am anxious to obtain the views of authorities because there is a difference of opinion as to whether the item of interest is to be chargeable to net profits or to overhead. I am accordingly writing several students of this kind of question in an effort to obtain their views. I will appreciate your response."

Dean A. Zieffle, of Oregon, replied as follows:

"Interest on borrowed money used *only* to operate the drug business is chargeable to *overhead*, or cost of doing business."

Prof. H. J. Ostlund, of the University of Minnesota School of Business, answered in this full manner:

"Your letter of February 10 raises the question of interest of investment as of cost, particularly as applied to the operation of retail drug stores. The answer to that question would require almost an entire magazine article, and I doubt if it would be appropriate for me to go into it at that length just at present. However, briefly, let me say this, that I believe that interest on investment is a cost in a retail drug store to the same extent and in the same way that the proprietor's salary is a cost. From the point of view of the individual who furnishes capital, interest is a return on capital and consequently is not a cost. From the point of view, however, of the individual who controls or administers capital in an enter-

prise, interest on that capital is a cost. I can illustrate that in the same way by referring to wages: from the point of view of the proprietor of a drug store who contributes his time and services, his wages are obviously a return for such a contribution. From the point of view of the owner, however, as manager, those wages are a cost which must be met out of the return from the store.

"Accountants in general are pretty well agreed that interest on investment should not be charged as the cost of doing business but that it should be accepted as a return on the investment in what is generally called the profits. However, most of the accounting texts that have been written, from the point of view of capital rather than from the point of view of managers, and consequently, to be consistent, they must take that attitude in respect to interest. That, I believe, indicates pretty clearly the underlying principles.

"Now with respect to actual practice my own attitude is this, that from the gross profits should be deducted all of the expenses not including proprietor's salary or interest on investment. This will yield a net operating return to the proprietor. From this net operating return deduct the proprietor's salary, and the result will be the return on his investment plus pure or fortuitous profits. Then, from this you may deduct interest on his investment in the business, and the remainder will obviously represent profits solely. This procedure, you see, takes into consideration all of the facts involved without mixing the proprietor's contribution of service and capital with his outlay costs of doing business."

Prof. Paul C. Olsen, of the Wharton School of Finance and Commerce of the University of Pennsylvania, has this to say:

"In answer to your letter of February 10, you were quite right in assuming that there are two points of view to be considered with respect to charging interest on investment as an operating cost. On both sides of the question there are accountants of ability and standing who will defend their position. The theory in charging interest on investment as an operating expense is that the money, if it were not invested in the business, would be invested somewhere else and there would be drawing interest. Therefore, why should not the interest it would earn if not employed in the business be charged as an operating expense in the business?

"What is a fair rate of interest to charge? The usual answer is 6% or 8% or whatever the going rate of interest happens to be in a particular community. However, there are many businesses which could not borrow a single penny from any source no matter what rate of interest they might offer to pay, on account of the risky nature of the business. You will see at once that the determination of a rate of interest to charge on the capital employed in such a business is apt to be a very theoretical and hypothetical judgment. As a matter of fact people invest their money in business enterprises because they believe they will receive from them more than the going rate of interest, and they are entitled to receive more than the going rate of interest because of the hazard and risk involved.

"For these reasons it seems to me, personally, that it is making merely an empirical and hypothetical division of the rate of return on capital if an attempt is made to divide it into two parts called interest on investment and profit. After all, the sum total of the two is what interests a business man and hypothetical division of the two seems to me is of a little more than academic interest. Even so, the division cannot, from the nature of the problem, be made very accurate."

The foregoing statements will likely be helpful to our readers.

It is our personal belief that interest on investment should be charged against net profits since the latter represents the interest return on the investment. Drug store

owners are doing business to find out what they can make their money earn in that way. The answer is to be found in their volume of net profits. The latter show them how their investment has "panned out."

Profitableness of Taking Discounts Emphasized

The National Association of Credit Men is reported in Retail Facts to have compiled a table showing the following earnings open to retailers by taking advantage of the various discounts offered:

Per Annum

$\frac{1}{2}\%$	10 days, net 30 days=	9%
1 %	10 days, net 30 days=	18%
$1\frac{1}{2}\%$	10 days, net 30 days=	27%
2 %	30 days, net 4 mos. =	8%
2 %	10 days, net 60 days=	14%
2 %	30 days, net 60 days=	24%
2 %	10 days, net 30 days=	36%
3 %	10 days, net 4 mos. =	10%
3 %	30 days, net 60 days=	36%
3 %	10 days, net 30 days=	54%

It is pointed out that perhaps the most usual discount offered is 2 per cent for 10 days or 30 days net and that the man who takes advantage of this discount earns 36 per cent annually on his money. The article suggests that many retailers might profitably sell some of their outside investments earning less than 10 per cent and put enough money into their own business to enable them to take these profitable discounts.

"Uncle George" is Dead

"Uncle" George McAuley is dead. The end came painlessly on February 3 following a rapid decline that set in about a week earlier. A large crowd, including many of his white friends, attended the funeral, and a number of tributes to his fine qualities were expressed by those who knew him best.

Those who contributed to the fund raised last fall to make his last days free from financial worry will be glad to know that their gifts served exactly the purpose intended. Uncle George had everything he needed and died leaving no debts behind. He would have liked to thank each donor per-

sonally but that being impossible he asked the editor a few hours before his death to express his gratitude through the pages of the JOURNAL. This we are doing.

Carry at a Loss or Sell for Relief?

We were in North Carolina's largest city during the holidays and around the first of the year. A number of local druggists assured us that Christmas business was not particularly good. We assume, therefore, that a sizeable quantity of merchandise was left in stock that under ordinary conditions will not move until next Christmas. If it is then offered at the same prices that were asked this year, and if it is sold, the owners will most probably suffer a loss because during the twelve months' wait carrying charges will have eaten up all possible profits. If it is not sold then the story is much sadder because carrying charges are like death and taxes—with us always.

But what we started out to say is this: department stores and almost every other sort of retail concerns than drug stores in this largest city were running special sales on goods that otherwise would lie on the shelves until next season, but the drug stores seemingly were making no effort to unload. Were the city in question one in which druggists refused to cut prices under any consideration then we could readily appreciate their failure to try to move merchandise that would prove highly expensive to carry over, but most of the druggists there regularly cut prices on many lines of goods so that it would not have been violating their code to reduce the sales price on unsold seasonal merchandise in an effort to get it out of the stores rather than allow it to lie there for another year and burden the owner with carrying costs.

It is this sort of thing, it seems to us, that causes the average drug store to be handicapped in its competitive race with chain and

cut-rate establishments. If a druggist is going to cut prices anyway, believing that he must do so in order to hold a certain class of shopper, why not reduce prices on goods of a seasonal nature that must either be moved, if necessary at cost, or else be carried over at a certain loss? We are not advocating cut prices in this editorial,—that question is beside the point here,—but we are saying that if a druggist is already cutting he should certainly cut on goods that must either be reduced or else be carried over until they become a drain on the profits of the business. Every other type of mercantile establishment follows this practice if such establishment carries merchandise salable only during a limited time of the year, and so long as drug stores carry sundries and specialties that have only a seasonal appeal they should adopt the methods that competing merchants recognize as necessary to successful merchandising.

Ethics and professional practice cannot be introduced into this argument because the first is concerned only with morals and the second cannot in any way be related to specialties. By no stretch of the imagination can it be said that it is professional to carry holiday novelties in a drug store whether they be sold at full price or at a great reduction. When druggists in their sales policies depart from drugs and sick room supplies they automatically become unprofessional to exactly the extent of their departure. They do not, however, become unethical at the same time unless their trade practices violate the accepted code of morals. We all know that drug stores nowadays not only must but do carry numerous “unprofessional” lines and they sell them in direct competition with several other sorts of retail merchants. If necessity demands that such goods be handled by drug stores, then common sense dictates that they be merchandised skillfully.

Be Sure to Observe
FIRST AID WEEK
March 16-23

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Kelly-Capper Fair Trade Bill Reported Favorably

Late in January the Committee on Interstate and Foreign Commerce favorably reported the Kelly-Capper Fair Trade Bill, H. R. 11, to the House, and it was referred to the House Calendar. The revised bill and the Committee report, designated "Report No. 536, 71st Congress, 2nd Session, House of Representatives," were ordered to be printed. Thus, after sixteen years of persistent and faithful efforts this wonderful victory has come to the advocates of resale price maintenance legislation.

But few changes have been made in the original bill. The most important change, making the bill consistent with the Clayton Act supplemental to the Sherman law, prohibiting discrimination in prices to purchasers, provides "that during the life of such agreement all purchasers from the vendor for resale at retail in the same city or town where the vendee is to resell the commodity shall be granted equal terms as to purchase and resale prices."

The other less important changes were made by striking out Sections four and six of the original bill, section 4, providing that "no suit arising out of any such agreement shall be brought in any court of the United States in any other judicial district than that in which the defendant is an inhabitant, or in which he has a regular or established place of business; and, section 6, providing that "if any provision of this act is declared unconstitutional or the applicability thereof to any person or circumstance, the validity of the remainder of the act and the applicability of such provision to other persons or circumstances shall not be affected thereby." Fortunately, these amendments of the Committee improve the bill rather than weaken it.

The revised bill is set forth in its entirety in the Committee's Report, above referred

to. The report itself, unlike so many public documents, is very short covering but little more than four pages, yet it is considered a most valuable document and one that tells the whole story of resale price maintenance in a most convincing manner.

While the measure has been given the stamp of approval by a majority of the Committee by a vote of twelve to eight, at the same time the work is not completed. With the favorable report of the Committee, however, it should be easier to bring about its passage by the House than it was to obtain a majority vote by the Committee. The duty of bringing pressure to bear upon the members of the House of Representatives, sufficient to insure its passage by that body, devolves upon all organizations of independent business men and their individual members, exactly as the case has been in getting the Committee to report the bill favorably.

In the long fight that has been waged for resale price maintenance, no national association has taken a more active stand and fought more stubbornly for the principle involved than the N. A. R. D., and no state association has done more than our own association. While a large part of the credit for the victory belongs, and rightly so to Congressman Kelly, who has fought longer and more courageously than but few members of that body have ever fought for any cause, at the same time the N. A. R. D., and all state and local pharmaceutical associations, together with other allied organizations, deserve no little credit for the part they have played, for without their co-operation and efforts favorable action could not have been expected. The N. A. R. D., our own association, and all other state and local pharmaceutical associations will continue to co-operate and put forth their best efforts until the Kelly-Capper Fair Trade Bill is written upon the statute books of our Government and becomes operative.

On February 1, Representative Huddleston of Alabama, submitted a minority report to the House in opposition to the Fair Trade bill. It is designated "Report 536, Part 2, 71st Congress, 2nd Session." This minority report is signed by only one member, Mr. Huddleston. Most of the statements in the minority report are such that they are not likely to appeal to any person who carefully reads the bill. In the N. A. R. D. Journal, issue of January 13, Mr. Brokmeyer, under Legislative News from the National Capital, carries some of the statements appearing in the minority report in opposition to the bill with appropriate answers in order that independent retailers, wholesalers and manufacturers may be posted and if called upon be in position to reply to Mr. Huddleston's statements.

Congressman Kelly made the following statement to the press immediately after the Committee had favorably reported the bill:

"The action of the interstate and foreign commerce committee, in favorably reporting the Kelly-Capper Fair Trade Bill, is gratifying to all believers in fair competition in business.

"It is proof of the justice of the contention urged through many years that predatory price-cutters shall not be permitted to destroy standard, quality goods and independent distributors, through cut-throat practices.

"The committee's action and the progress of this measure will without doubt be assailed by every interest which profits from unfair competition. Semi-monopolistic retailing organizations and their allies will, as in the past, endeavor to distort the one issue involved, which is honest business methods.

"Step by step the victories have been won and there can be no doubt as to the final success in the effort to secure a square deal to independent American business."

Porter Narcotic Bills

Representative Porter of Pennsylvania, on January 23, introduced H. R. 9053, entitled "A Bill to Create in the Treasury Department a Bureau of Narcotics, and for other purposes," referred to the Committee on Ways and Means; and H. R. 9054, entitled "A Bill to Further Carry into Effect the

International Convention for the Suppression of the Abuse of Opium and Other Drugs signed at The Hague on January 23, 1912, and for other purposes," referred to the Committee on Foreign Affairs.

H. R. 9053, provides for the appointment of a Commissioner of Narcotics by the Secretary of the Treasury, without regard to the Civil Service Laws, at a salary of \$9000.00 per annum. The Secretary of the Treasury is authorized, without regard to the civil service laws, to appoint one assistant commissioner, and subject to the civil service laws, to appoint and fix the classification of two deputy commissioners, and such other employees as he may deem necessary to execute the functions of the Bureau of Narcotics. The bill abolishes the Federal Narcotic Control Board, transferring its authority and duties to the Commissioner of Narcotics. All rights, privileges, powers, and duties conferred or imposed upon the Commissioner of Prohibition in respect to taxation, etc., or narcotic drugs are also transferred to the Commissioner of Narcotics. The bill further provides that all officers and employees in the Bureau of Prohibition engaged in the administration or enforcement of any laws relating to narcotic drugs, except the Commissioner of Prohibition, shall likewise be transferred to the Bureau of Narcotics without change in classification, and that all records, papers and property in the Bureau of Prohibition relating to the enforcement of the narcotic laws shall be transferred. It is further provided that all orders, rules and regulations relating to narcotic drugs which have been issued by the Commissioner of Prohibition and the Federal Narcotic Control Board and which are in effect on the date this act takes effect shall, after such date, continue in effect to the same extent as if the transfer had not occurred, until modified, superseded, or repealed by the Commissioner of Narcotics. The effective date of the bill is sixty days after its enactment.

H. R. 9054, provides that the Commissioner of Prohibition, with the approval of the Secretary of the Treasury, shall prescribe such rules and regulations as may be necessary for the issuance and for the suspension and revocation of licenses. It provides that no narcotic license shall be issued, or if

issued such license may be suspended or revoked, if it is shown to the satisfaction of the Commissioner that the applicant or licensee is a narcotic drug addict, or the applicant or licensee has been convicted of violating the law of any state or the United States relating to narcotic drugs. No license for the importation or manufacture of any narcotic drug shall be issued, or if issued such license may be suspended or revoked, if the Commissioner finds that such license is not necessary to supply the medicinal and scientific needs of the United States. The bill provides for hearings in case of a refusal of revocation of a license, and also for an appeal from the Commissioner to the Courts. This act is to take effect six months after the date of its enactment.

Pharmacy Corps Bill

The Army Pharmacy Corps Bill, H. R. 8473—S. 3211, amending the National Defense act by providing for a pharmacy corps in the medical department of the United States Navy, was reintroduced in the House of Representatives on January 11 by Representative B. Carroll Reece of Tennessee, and in the Senate on January 21 by Senator Royal S. Copeland. In each instance the bill was referred to the Committee on Military Affairs. Representative George H. Pritchard is the only member of Congress from North Carolina on this Committee, and it is understood that he favors the passage of the measure. At the same time, however, pharmacists who favor the bill may help the cause by submitting an appeal to the Committee on Military Affairs.

It is provided in the bill that on and after July 1, 1930, in addition to the officers and enlisted men now authorized, there shall be permanently established as a component part of the medical department of the Regular Army "a pharmacy corps to consist of forty pharmacists and chief pharmacists, these officers to be assigned to United States Army general hospitals, station hospitals of one-hundred-bed capacity, army general army dispensaries of one thousand patient allowance, and such other medical organizations as the War Department may direct, as pharmacy officers." Further, "that pharmacists shall have the rank, pay, and allow-

ances of first lieutenant, and chief pharmacists shall have the rank, pay, and allowances of captain, except that chief pharmacists who have served for a period of sixteen years as an officer in the pharmacy corps of the regular army shall have the rank, pay, and allowances of major, and that pharmacists shall be promoted to chief pharmacists upon completion of four years service in the pharmacy corps of the regular army."

The bill is still being opposed by the Surgeon General of the Army, but it has the endorsement of all the national pharmaceutical associations, most of the state associations, a great many Colleges and Boards of Pharmacy, and the Spanish-American War Veterans and the American Legion. With these endorsements and the enthusiastic work that is being carried on there is reason to believe this measure so much desired by the profession of pharmacy may become a law in the near future.

The Williamson Prohibition Bureau Bill

At the instance of the Department of Justice, Representative Williamson of South Dakota, Chairman of the Committee on Expenditures in the Executive Departments of the House of Representatives, introduced H. R. 8574, entitled "A Bill to Transfer to the Attorney General Certain Functions in the Administration of the National Prohibition Act, to Create a Bureau of Prohibition in the Department of Justice, and for Other Purposes. Certain features of the measure have been fought vigorously by the officers of the N. A. R. D., and was successful in causing the defeat of the Gasque amendment, giving the Attorney General exclusive authority to prescribe regulations governing permits and the entire administration of the Williamson Act and the National Prohibition and supplemental acts. The bill was passed by the House on February 8. As it goes to the Senate it authorizes the Secretary of the Treasury and the Attorney General jointly to prescribe all the regulations except those governing the administration of the Bureau of Prohibition to be created by the Department of Justice, whose authority has more to do with the enforcement of the criminal provisions of the law.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*

Chapel Hill, N. C.

Eastern Carolina News

F. L. BUNDY, *Reporter*

Mr. A. G. Elliott, proprietor of Elliott's Pharmacy, of Fuquay Springs, has just returned from a ten days trip to Florida and Cuba. He reports a wonderful trip.

Mr. R. W. Jernigan has accepted a position with H. R. Horne and Sons at Fayetteville. For the past year Mr. Jernigan has been manager of the Stonewall Pharmacy at Charlotte. Prior to that time he operated the Beaufort Drug Co. at Beaufort. He has been succeeded at Charlotte by Mr. Robt. Savage, formerly with the Granville Drug Co., of Winston-Salem.

Friends of Mr. W. L. Johnson will be glad to know that he has been promoted to Southeastern Salesmanager for Parke-Davis and Co. His territory covers ten Southern States. For the past twelve years Mr. Johnson has been representative in eastern North and South Carolina for his company. His many friends wish for him great success in his new work.

The R. P. Lyon Drug Co., of Rockingham, has moved into new quarters situated on the old Court House Square. With the new location and the attractive fixtures the firm has one of the most up-to-date stores in the State. Mr. Robt. McNair is the proprietor.

On the night of February 7 Grantham's Drug Store at St. Paul was entered by robbers who carried away jewelry, sixty watches and several dozen fountain pens. So far no clue has been found.

Of interest to the druggists of eastern North Carolina is the announcement of the marriage on October 21 of Mr. Ronald Lane to Miss Mary Dorothy Holmes at Wilmington. Mr. Lane is connected with the Brooklyn Drug Co. in the Cape Fear city.

Friends of Mr. Hamilton Underwood will be pleased to learn of his promotion to the

position of southeastern salesmanager for the Upjohn Company. Mr. Underwood traveled eastern North Carolina for Upjohn for a number of years. In 1925 he went into the drug business in Fayetteville, but in 1928 he sold his store and again accepted a position with the Upjohn Co. as a detail man in their medical department. His many friends wish him much success in his new work.

The members of the T. M. A. who make their home in Raleigh are looking forward with pleasure to welcoming the druggists to the Capital City for the 1930 convention.

All Around the State

M. J. LEIMKUEHLER, *Reporter*

Born to Mr. and Mrs. John Graham, of Red Springs, on October 19, a daughter, Ruth Lowman.

Mr. and Mrs. A. L. Hogan, of Kinston, announce the arrival of a daughter, Elizabeth Ann, on January 27.

Friends will be delighted to learn that Mr. Larry Wilson, of Lowell, has fully recovered from his recent illness and is back on the job at the Ranlo Drug Store.

Mr. J. P. Stowe and a party of Charlotte friends enjoyed a ten-days fishing trip in Florida during the month of February.

Mr. A. A. Gamble, formerly with Rimmer's Drug Store, of Charlotte, has purchased the Waxhaw Drug Co., of Waxhaw, and has taken over the active management of the store. It will be operated under the present name. He has been succeeded at Rimmer's by Mr. F. D. Watkins, who has been manager of the Stowe Drug Co. in Belmont for some time. Mr. J. L. Cherry, of the Cramerton Drug Co., of Cramerton, succeeds Mr. Watkins at Belmont, while Mr. W. G. Cousins, who has been with the Ranlo Drug Store, of Lowell, during the

illness of Mr. Wilson, has moved to Cramerton and will be prescriptionist for the Cramerton Drug Co.

Mr. R. W. Horton, proprietor of Horton's Drug Store, of Monroe, has returned to his store after being indoors for three weeks with an attack of pleurisy. On February 1st he moved his pharmacy to the corner formerly occupied by the English Drug Co.

The many friends of **Mr. J. G. Vick**, who lived in Wilson for a number of years but who has been out of the State for some time, will be delighted to learn that he is now a representative for Parke Davis and Co. in eastern North Carolina. **Mr. J. E. Lytch**, former manager of the Lumberton Drug Co., of Lumberton, will also represent Parke Davis in the eastern part of the State. For the time being **Mr. John Graham**, of the Red Springs Drug Co., of Red Springs, will fill the position formerly held by Mr. Lytch.

The reporter has just had an opportunity to see Hall's Drug Store in Wilmington in its new and attractive quarters on the opposite corner of Fifth and Castle Sts. from the site the firm has occupied for many years. Mr. Hall has a beautiful store.

In our travels over the State druggists everywhere are talking about the forthcoming meeting of the Association. It looks like we are going to have a record-breaking attendance.

Recent Incorporations

Saluda Pharmacy, Incorporated, of Saluda. To operate a drug store. One hundred shares of N.P.V. is the authorized capital stock and 100 shares N.P.V. is the subscribed capital stock, by Horace L. Bomar, Spartanburg; G. R. Little and Alma W. Bishop, of Saluda.

A charter has been granted to the Standard Drug Co., of Winston-Salem, to do a general drug business. Messrs. Leo Rosenthal, Samuel Rosenthal and H. M. Dodson are the incorporators.

The Independent Retail Druggist, Incorporated, of Charlotte. Drug business. Authorized capital stock \$100,000 and subscribed capital \$1,200 by Gaile E. Wolfe, A. M. Wolfe and Robert F. Moseley, all of Charlotte.

General News Items

The name of the Patterson Drug Co. at Wilson has been changed to Tarkenton's Pharmacy. **Mr. E. L. Tarkenton** is the sole proprietor.

The McKay Drug Corporation, of Durham, was recently organized by Messrs. **D. McN. McKay**, **C. N. Gunter** and **J. N. Lassiter**, who also operate the McKay Pharmacy and Mack's Drug Store. The company has purchased the stock and fixtures of the old B. H. Thomas Drug Store on Main Street in the Tobacco City and re-opened the pharmacy.

Mr. C. C. Seawell is now connected with the Fordham-McDuffie Drug Co., of Greensboro. Messrs. **C. M. Fordham** and **R. D. Farrell**, who were formerly with this store, have taken over the active management of the old Sykes Drug Co. which they recently purchased. The store is operated as the Greensboro Drug Co. **Mr. R. A. McDuffie** retains his connection with the Fordham-McDuffie Drug Co.

It is less than four months to the Fifty-First Annual Convention of the N. C. P. A. It is time to begin making plans to be present. How about it?

Mr. L. D. Cain, of Raleigh, who has been with the Whelan Drug Co., of Durham, for the past several months, is now connected with the store this company operates in Greensboro. **Mr. L. S. Sullivan**, who has been with the Whelan store in Greensboro has been transferred to the Durham one.

We understand that **Mr. R. J. Sykes** is planning to open a drug store in the McAdoo Heights section of Greensboro.

Mr. F. L. Black, has resigned his position with the East Belmont Drug Store, of Belmont, to accept a similar one with the Peoples Drug Store, of Gastonia.

Mr. W. R. Wilkins is now prescriptionist for the Choate-Brown Drug Co., of Elkin.

Mr. Philip Gattis, proprietor of two Raleigh drug stores, was recently elected a director of the Raleigh Merchants Association.

Mr. R. H. Andrews is one of fifteen newly elected members of the board of directors of the Burlington Chamber of Commerce.

The drug store in Monroe which has been opened recently in the English building by Messrs. R. C. Funderburk and C. A. Wilson will be operated as the Wilson Drug Co.

Mr. F. W. Dayvault of the George C. Goodman Co., of Mooresville, is recuperating at the home of his sister in Haw River following an operation for appendicitis.

Mr. S. Biggs, recently with the Arrow Drug Co., of Fayetteville, is now making his home in Elizabethtown where he holds a position with the Hutchinson Drug Store.

Mr. Walker M. K. Bender, who owns the Trenton Drug Co. in Trenton, is prescriptionist for the Kinston Pharmacy in Kinston.

We understand that Hanson's Drug Store in Wilmington recently went into the hands of a receiver.

The Winterville Drug Store, which is owned by Dr. B. T. Cox, was recently burned. The building is being replaced and a complete stock and new fixtures will be installed.

Prof. J. G. Beard spent about a week in Florida and Georgia the latter part of January where he went as official visitor from the American Association of Colleges of Pharmacy to the Schools of Pharmacy at the Universities of Florida and Georgia.

Preparations for the 1930 N. C. P. A. meeting indicate that it will be the most successful in the history of the Association.

We understand that a new drug store will be opened shortly in Hertford by Mr. Josian Elliott and that Mr. Greenwood Wilder will be the proprietor of a pharmacy in Louisville.

Mr. J. L. White, late reciprocant from South Carolina, is prescriptionist for the Oakboro Drug Co. in Oakboro.

Mr. J. C. Caudell, who recently reciprocated from Vermont, has purchased the Five Points Drug Store in Charlotte and taken over the management of the pharmacy.

The Standard Drug Co., of Rocky Mount, owned by Messrs. M. P. and B. T. Dawson, is undergoing extensive improvements. The store has been widened eight feet and the building has been entirely re-arranged.

Mr. O. B. Funderburk, reciprocant from South Carolina, who has been making his home in Robersonville, has accepted a posi-

tion with J. W. Dellinger and Sons, at Stanley, successors to the Stanley Drug Store, Inc.

Dr. E. S. Warlick, who has been prescriptionist for the College Pharmacy at Mars Hill, is now with the Swannanoa Drug Co. in Swannanoa. He has been succeeded at Mars Hill by Mr. E. E. Early.

Aiken and Hester and Goode's Drug Store participated in the bargain carnival recently held in Asheville. This is a semi-annual event sponsored by the Asheville Merchants Association and has come "to be looked upon in Asheville and Western North Carolina as an established institution."

Fines aggregating \$800 were imposed upon four huntsmen arrested in Georgetown County, S. C., on the estate of Capt. Isaac E. Emerson, inventor of Bromo-Seltzer, on the charge of hunting at night, hunting out of season and hunting without a light. The freshly killed body of a doe, together with guns, was found in an automobile occupied by the men and confiscated by the chief game warden. He plans to have the doe stuffed and exhibited at the next state fair as the highest priced deer ever slain in South Carolina.

F. W. McNair, 51 years of age, well known negro druggist of Greensboro, died at his home on the morning of January 21 following an illness which extended over a period of approximately one year.

Co-operative Advertising

To the Members of the North Carolina Pharmaceutical Association:

At the Asheville meeting of the North Carolina Pharmaceutical Association the writer of this article read a paper advocating a plan of co-operative advertising in newspapers throughout North Carolina for the benefit of independent drug stores. The Association went on record as favoring the idea and a committee on Co-operative Advertising was appointed consisting of Messrs. E. L. Tarkenton, Chairman, C. L. Eubanks, J. A. Goode, J. G. Ballew and J. W. Pike. We feel that the druggists of the State need a few words of explanation about the work the Committee is doing.

The writer, as chairman, got busy immediately after the meeting by entering into an extensive correspondence with some of the leading pharmaceutical journals as well as with many successful retailers. The replies to my letters showed that a folder or a store paper was favored. After securing all possible data I took the matter up with the M. P. Gould Co., of New York, said to be the largest independent drug store advertisers in the United States. It was deemed advisable for the Committee to hold a meeting with Mr. Gould in order to map out a plan of procedure. The conference was held and after much discussion we decided on a store paper, the editorial page to be educational, calling the attention of the public to the quality of service the independent drug store renders as well as to guard against cut prices or substitution and to preserve the independent neighborhood drug store. Two pages of the paper will be used by the druggists themselves in promoting their own businesses but not in calling attention to nationally advertised preparations at cut prices in order to draw people into these stores. If this is done it will, as you know, defeat the whole purpose of the educational idea. The plan has been tried in Wilson and, to show JOURNAL readers how well it went over, four independent stores subscribed to the paper. We are getting ready to oil up business machinery in order to help sell the public to the independent drug store. We are partners in an educational campaign against unfair trade practices and we have no chain stores in Wilson. Do you call this co-operation?

Competition has arisen to force you out of business, fellow druggists, and why don't you die fighting?

(Signed) E. L. Tarkenton.

Notice

In the February issue the word "Cardosiptec" was omitted from the advertisement of the Chattanooga Medicine Co. The announcement should have read: "For Good Profit and Goodwill Recommend Cardui and Theford's Black-Draught Cardosiptec—The Chattanooga Medicine Co., Chattanooga, Tennessee." We try very hard to guard

against errors but sometimes they will creep in. We are taking this means of offering our apologies to the above-mentioned firm.

Preparations for Raleigh Meeting

At the call of Local Secretary B. F. Page and President S. L. Hubbard of the Traveling Men's Auxiliary, an enthusiastic meeting was held on the evening of February 1st of the committees who are making arrangements for the forthcoming meeting of the Association. The following were present in addition to Messrs. Page and Hubbard: Messrs. Julian White, J. C. Brantley, R. M. Watts, H. Mitchell, R. W. Hunter, G. A. Iseley, Yates, F. L. Bundy, Phil D. Gattis, G. E. Burwell, Ben and Jim Coppedge, Warren Christian, all of Raleigh, F. O. Bowman, of Chapel Hill, and J. C. Ferrell, of Durham. The committee is not yet ready to announce their schedule of events, but from the tentative outline of entertainment features it certainly looks like everybody attending the convention will have one grand and glorious time. The entertainment, however, will all be arranged so that it will not interfere with the business sessions. This will be a work-while-you-work-and-play-while-you-play-convention. The committee has decided to turn over to a local committee of ladies a generous portion of its funds and this means that the ladies present at the convention will be well taken care of while their husbands are attending the business meetings. Tickets covering all entertainment features will be presented to everyone registering and these will be necessary for admittance to the entertainment events. Another meeting of the committee will be held in the near future after which more detailed information will be given out.

Weddings

Mr. J. M. Lloyd announces the marriage of his daughter, Margaret Langley, to Mr. John Mack Buffaloe on December 22 at Bethel. Mr. and Mrs. Buffaloe are making their home in Raleigh where the former is connected with the Edwards Drug Co.

At high noon on December 25 Mr. Dan Sheppard Pigott and Miss Esta Lee were married in the Methodist church in Rocky

Mount in the presence of a few friends. Mrs. Pigott is the daughter of Mr. and Mrs. S. R. Lee, of Greenville and received her education at N. C. C. W., in Greensboro, and E. C. T. C., Greenville. Mr. Pigott is the son of Mr. and Mrs. Jos. Pigott, of Beaufort. He graduated from the State University in 1924 and since the summer of 1927 has been connected with the Pitt Drug Co., of Greenville.

Mr. Robert Moore Willis, of Southport and Miss Thelma Stroup, of Fallston, announce their marriage at the home of Mr. Crosley Ruark in Southport on January 8. Mrs. Willis is the daughter of Mr. and Mrs. C. D. Stroup, of Fallston, and attended Meredith College. Mr. Willis graduated from the State University in 1922 and is at present prescriptionist for the Community Drug Store, of Columbia.

A wedding of interest to many friends was that of Miss Sara Ellerbee and **Mr. Joseph Gomer Davis**, which was solemnized at Dillon, S. C. on the afternoon of January 26. The bride is the daughter of Mrs. Victoria Ellerbee, of Rockingham, but she has made her home in Raleigh for the past four years where she has been connected with the W. H. King Drug Co. as assistant bookkeeper. Mr. Davis is a graduate of the University of North Carolina and for the past three years has been associated with Eckerd's Drug Store. Mr. and Mrs. Davis are making their home at 227 Hillsboro St., Raleigh.

Births

Mr. and Mrs. Lon D. Russell, of High Point, announce the arrival of a son, Lon D., Jr., on January 16. Mr. Russell, Sr. is connected with Cecil's Pharmacy in High Point.

Deaths

Mr. Harvey Hooper McKay, native of Dunn and well-known druggist, died suddenly at his home in Gastonia from a stroke of apoplexy suffered two hours before as he was preparing to go up town to his work. Mr. McKay was 52 years of age and was born in Summerville, Harnett County, on July 9, 1877, the son of Major J. A. D.

McKay and Louise Hooper McKay. He was a member of the first pharmacy class of the State University in 1897-98 and later attended the Virginia Medical College, Richmond. He was licensed as a druggist in 1900. For many years he was in the drug business at Dunn, but moved to Gastonia in 1922 as a partner in the firm of McKay and Grantham. At the time of his death he was interested in three Gastonia drug stores. He is survived by his widow, three daughters, a sister and a brother, **Mr. Malcolm McKay**, of Durham, who is also a druggist.

Mr. Nash Edwin Bunting, 73 years of age, who has been associated for a number of years with his brother, **Mr. J. Hicks Bunting**, in the J. Hicks Bunting Drug Co. in Wilmington, died at his home on the morning of February 7. He was the son of Joseph E. and Rebecca Joseph (Jacobs). He was born in Wilmington and lived in that city until he was 19 years old, at which time he went to Fayetteville to take a position there with a telegraphic company. He held positions at various times with the Pullman company and the Atlantic Coast Line railroad. Twenty-six years ago he returned to Wilmington and has been associated with his brother in the drug business since that time. He married Miss Alice McDuffie, of Fayetteville, who died a number of years ago. The remains were taken to Fayetteville and funeral services were conducted from St. Johns Episcopal church.

Mr. Paul Barclay Henley of Roxboro, was found dead in his room at the City Cafe in Star on the morning of February 12. He had been ill during the early hours of the previous night but was presumably all right when the doctor left him at midnight. Mr. Henley was thirty-six years of age and was originally from Asheboro, the son of the late Dr. and Mrs. S. A. Henley. About 10 years ago he married Miss Sue Long, of Roxboro, who with their seven year old daughter survives him. He formerly conducted a drug store in Star and later the Henley Drug Store in Fayetteville. For the past six months however, he has been a representative in eastern North Carolina for the Standard Pharmacal Co., of Baltimore. Funeral services were held in Roxboro.

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Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

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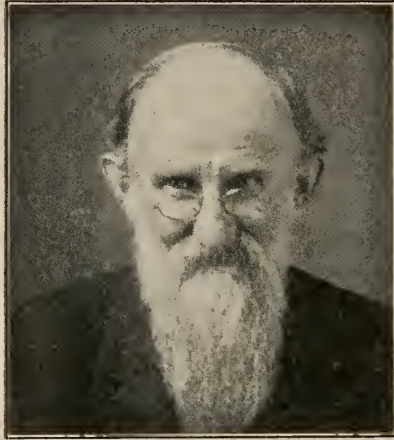
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The 1930 meeting of the North Carolina Pharmaceutical Association will be held at Raleigh, August 11-13.

The summer examinations of the North Carolina Board of Pharmacy
will be held in Chapel Hill, June 11.

William Niestlie

Pictured here is a pharmacist to whom we wish to pay honor. Seventy-one years old, fifty-one years of which have been spent behind a prescription counter, this druggist is affectionately regarded by every citizen of his community. Held in high esteem by physicians and patrons because of his skill, accuracy, and professional practice, the life of this druggist has been spent in



helping his fellow-man and in devoted service to the city in which he has made his home. This man is Mr. William Niestlie, licensed as a druggist in 1886 and belonging to the State Association since 1887.

He has always referred to himself as "The Old Venus Fly Trap Crank," because of his life-time study of this interesting plant which grows so well in New Hanover County. Members of the Association remember that he never fails to contribute a basket of Fly Traps to the annual meetings. Whenever he can attend the conventions he is present, but if he is prevented from going

he always sends a greeting to the members and a present of his favorite plant. He has also frequently contributed papers and has always been greatly interested in the CAROLINA JOURNAL OF PHARMACY.

Mr. Niestlie started in the drug business in Wilmington in October, 1878 under Dr. F. C. Miller. After a two-and-a-half years' apprenticeship he went to Brooklyn, N. Y., and worked for the next four-and-a-half years with Mr. J. H. Neilson, a Scotchman of Edinburgh, Scotland. We understand that Mr. Niestlie held the record for staying the longest time as a clerk for one man on the avenue. He left Mr. Nielson to go to work for the wholesale firm of S. R. Van Duzen. He was with this firm for seven months. Not long ago he told the writer that during the seven years of his apprenticeship he "took the course from the cellar through all departments until he had completed his laboratory instruction." When he left Mr. Van Duzen he moved back to Wilmington and soon thereafter passed the State Board, being the "only one of a class of five to pass the full examination." Ever since he has been connected with drug stores in Wilmington. We remember a drug store that he had on Sixth and Mulberry Sts. (now Grace) which was later moved to Seventh and Red Cross Sts., and that whenever there was a prescription to be filled in our grandmother's household it had to be carried to Niestlie's Drug Store. He finally sold his business to the Greenfield Drug Store on the Corner of Fourth and Meares Sts. but retained his connection with the store as prescriptionist until 1922 when he went with Munds Pharmacy, owned by the late Mr. J. D. Nutt. He resigned this position early in 1927 and since that time has been in charge of the Niestlie Medicine Co., which manufactures a number of family remedies.

The JOURNAL takes a genuine pleasure in paying honor to this old-time druggist who has given so many years of devotion to his profession.—A. N.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Date of Association Meeting Changed

The Executive Committee of the North Carolina Pharmaceutical Association, acting with the consent of the Raleigh druggists and of the Officers of the Traveling Men's Auxiliary has decided to change the date of the 1930 convention from June 24-26 to August 11-13. Several substantial reasons prompted the change.

1. The Association was established in Raleigh on August 11, 1880. It seemed peculiarly fitting that the fiftieth birthday of the Association be celebrated in the organization city on the same date as the founding.

2. There is ample precedent for meeting in August since for the first fifteen years of its existence the Association always met in this month. The date was changed to June only because conventions were usually held at resorts and the hotels in such places could only accommodate the delegates in early summer before the season fully opened.

3. It seemed impossible this year to secure an outside speaker for June because all who were tried were already scheduled for one or another of the thirty-odd association meetings that month.

4. It was more convenient for the Hotel Sir Walter, official headquarters, to have the convention in August.

5. August is a duller month and it is easier for druggists to leave their stores then than in June.

These and other considerations caused the change in the date.

The Fight Against Chains Has Just Begun

On other pages in this issue will be found a radio speech by Mr. Bowman opposing chain store methods. Word is just received through Mr. J. A. Goode that Asheville's mayor is waging a determined campaign against chain store practices in that city. A House Committee recently reported favorably the Capper-Kelly Fair Trade Bill. All

over the country people are realizing that the chains are not the helpful, money-saving institution they were once thought to be. Public sentiment is crystallizing in a manner favorable to independent dealers. Everything is gradually pointing towards a nationwide swing away from monopolistic merchandising. Now as never before we must act vigorously but sanely in a determined effort to convince the average man and woman that his and her interests are not wisely served by huge underselling organizations that stifle independent enterprise and force out of existence the small dealer who has a necessary place in our democratic scheme of living. Write your representative in Congress asking his active support of the Capper Kelly bill. Post yourself thoroughly in the telling arguments that can be advanced against chain stores. Use every legitimate opportunity to further the fight for honest merchandising. Don't "cuss" the chains—that helps them; but instead cite facts to prove that in the long run, all purchases considered, it is to the public advantage to support the local service dealer. We have the chains on the defensive; buying sentiment is slowly swinging to the independent. The outlook is more hopeful than it has been in five years. But the battle has really just begun, so be patient and be persistent. Read Mr. Bowman's article in this issue.

A Departed Friend

On another page will be found a reference to the death of Mr. Frank Bradburn; also a sketch of his life and a personal tribute to him. We want here to say that his death leaves a big gap in the hearts of the editorial staff, every one of whom heard of his passing with profound regret and with the sorrowful knowledge that a fine friend and a true gentleman would no longer be dropping in to make the day brighter and the world seem a bit nicer because of him.

THE CHAIN STORE MENACE

A Radio Address Delivered over Station WBT (Charlotte)

By F. O. Bowman

Ladies and Gentlemen of the Radio Audience:

In the generous introduction of my good friend, Jim Delaney, of this city, I was introduced as Attorney for the North Carolina Druggists' Association. I wish to make it clear, however, that I am here in no official capacity whatsoever of this organization, but instead simply as an individual, who by the very nature of his practice as an attorney has of necessity been forced to make a cursory study, at least, of the Chain Store problem. While I have no reason to believe that the views I shall express upon this pertinent question this evening will run counter to the views of a vast majority of the nine-hundred and more retail druggists of the State holding membership in the organization I represent, at the same time not being authorized to speak either for the Association or for its members, full responsibility for what I shall say, therefore, must necessarily fall upon me.

At the outset, I wish to congratulate the citizens of Charlotte and neighboring towns, who are responsible for and are sponsoring the Trade-at-Home movement over Radio Station WBT, in behalf of the independent merchants of the Carolinas, emphasizing the slogan "Carolina Products for Carolina People," and at the same time waging what in my opinion will be a successful fight in the end against the further encroachment of foreign chain store monopoly.

I wish, also, to congratulate the independent business men in more than twenty other cities and towns in this State, who, realizing that the most desirable way, if not the only way, to have a prosperous community and State in which to live is for its citizens to support home enterprises, have perfected local organizations for the purpose of educating the consuming public to Trade-at-Home, thereby helping to make secure the existence of the independent merchant who has always been a potent factor in the welfare and upbuilding of his community, and to assist in the campaign now

sweeping the entire country to curb the evil of chain store expansion. The cities and towns to which I refer, are Asheville, Brevard, Burlington, Hendersonville, Hickory, Henderson, High Point, Greensboro, Greenville, Goldsboro, Dunn, Enfield, New Bern, Reidsville, Rocky Mount, Rosemary, Rutherfordton, Sanford, Scotland Neck, Shelby, and Wilson. It is hoped that other towns will fall in and that both North Carolina and South Carolina will eventually line up 100 per cent for this cause.

Differentiating between the types of chain stores, there are on the one hand the home-owned chains together with certain localized chains, that not only participate in all local activities but are as much interested in the welfare of the community as any independent enterprise. On the other hand there are the foreign chains that have no interest whatever other than a mercenary one, often referred to as "the greatest menace now threatening our State and Nation," and described "as a mighty octopus whose head is in Wall Street and whose tentacles reach out into every nook and corner of our land," and "being void of conscience its sole object is to give nothing and take all in return—to suck the life blood from its victims." There is a vast difference, therefore, between the local chain stores that are integral parts of the community and in the foreign owned systems that seek only to take from it without giving anything in return.

Recognizing that a clear distinction should be made in any discussion on this question, I wish it understood that the arguments I shall present apply to and are directed at those falling within the latter class, the parasites—the systems that do not affiliate with your local organizations, take no part in community activities, move into your town after you have built it, and then try to avoid the payment of their share of the tax burden.

1. The whole tendency of chain stores is to destroy the independent stores and to

monopolize the particular businesses conducted by them. They are huge monopolies. The A. & P. alone has around 18,000 stores with total sales of more than one billion dollars last year. The independent grocer cannot compete with this giant monopoly which has unlimited resources at its command. The chains by cutting prices on standard brand products or nationally advertised merchandise can and in many instances do force the independent retailer out of business. They can well afford to use this "bait" and take a loss on their "leaders" for the sake of attracting customers to their stores, hoping thereby to sell their own private brand of goods on which a high rate of profit is made. The independent retailer who has no private brands cannot meet this cut-throat competition. The same sort of situation often arises in nearly all types of business in which the chains are strong.

2. There is, also, a tendency at the present time for chain stores to expand their activities and take on additional lines, thus further encroaching upon the independent merchants. For example, several grocery chains have installed large meat departments, cigar chains have entered the fields formerly occupied by the independent druggist and confectioner, and it is reported that the cigarette war now being waged may force the United Cigar Stores into the grocery field in order to find items with more profit than the 0.72 of a cent profit that they now make per pack of cigarettes at twelve cents a package.

3. The chains are controlled by central organizations located in the large money centers far away from the cities and towns in which they operate stores. The tendency is to concentrate power in the hands of a few men who have no interest in the schools, the churches, the young people, or in the communities in which the stores chance to be located, other than the selfish interest that is behind all the gigantic combines, namely, profits and more profits.

4. Chain stores in general pay small salaries to their employees. The manager of a unit in a chain has no control over the business and his work and the work of his employees is largely mechanical. They are robbed of all initiative and their positions at best are insecure.

5. Chain stores take money out of the towns and cities in which their stores are located, and the money is sent either to branch headquarters or to the home office of the chain. Chains seldom establish connections with local banks, and consequently as the chains expand in the town the deposits dwindle.

6. Chain stores are detrimental to a community in that when they enter it a large number of workers are thrown out of employment. Local real estate men are not permitted to handle chain store rentals. They do not deal with local insurance men, nor do they as a rule employ local painters, plumbers or carpenters. Thus they retard the development of local communities.

7. Chain store managers seldom enter into the life of the community. Many of them do not affiliate with your chambers of commerce, boards of trade, merchants associations, civic clubs, or churches. They are reluctant to request money for benevolent purposes from chain store headquarters since they know that such requests are likely to injure their standing in their organization or even jeopardize their positions.

8. Some chain stores upon entering a new territory have followed the practice of cutting prices below the usual prices charged by other units of the chain located elsewhere. They are willing and able to take a substantial loss in order to get the new store established, or even for the purpose of doing away with the competition of the independent merchant, because it is possible to make up all such losses in other cities and towns in which they are strongly entrenched. The independent retailer, of course, cannot meet this competition and live, and too often by such practice he is forced out of business.

The question has been asked, "Just what happens to the State, county and community that annually spends millions of dollars with chains stores and catalogue houses, the money going to the large money centers never to return?" It has been answered in this way: "The independent merchants are being and will continue to be driven to the wall. It means that homes and business buildings that were erected from their earnings are in many instances worth less than one-half their

(Continued on Page 197)

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

The Fight Against Chain Stores

Not in a generation, perhaps, has any movement so completely swept the entire country as the movement against the further expansion of chain stores. Less than four months ago there was but little agitation against this evil, it being confined largely to independent business men here and there who felt that little could be done to remedy the situation. In fact, the American people generally, including a large majority of the economists of the nation took a complacent view of chain store development, the public largely because of deceptive price appeal and the economists because of the efficient merchandising methods employed. It seems almost incredible that such a change could be wrought in so short a period of time. Thanks for the Radio and for W. K. Henderson, owner and operator of the "Hello World" Broadcasting Company, Station KWKH, Shreveport, Louisiana.

Almost over night, the tide changed and an agitation against the menace of chain store monopoly was started that has spread like a prairie fire and has enlisted the support and co-operation of many of the leading men of the country. Governors, educators, and thinking men in every walk of life already have rallied to the cause, and each day new converts are joining in the fight. In this State, the citizens and independent business men of more than forty cities and towns have perfected organizations that are waging a fight in behalf of the independent merchants to preserve their existence against the menace of monopoly. No doubt, other cities and towns will follow, and it is predicted that the systems foreign to our community life will be eliminated.

In this connection, we should not forget to differentiate between the types of chain stores. The fight should be directed only against the foreign chain store system that has only a mercenary interest in the com-

munity, employs unfair trade practices, and takes every thing out without any thought of fulfilling any of the obligations incumbent upon every business that enjoys the patronage of the citizens of the community. We have home-owned chains and some localized chains that not only participate in all local activities but are as much interested in the community welfare in which they do business as any independent enterprise. There can be no fight against such businesses and in our warfare this fact should never be overlooked.

The agitation is nation-wide and, at last, the chain store proposition is receiving serious consideration by members of our National Lawmaking body. Among other significant happenings, Congress has appropriated large sums of money for use by the Federal Trade Commission, and passed Resolutions directing this body to make a complete and thorough investigation concerning the chain store problem, covering the trade-practices employed and the methods of merchandising used.

Again, on February 20, Representative Jones, of Texas, introduced the Federal Anti-Chain Law "A Bill to Permit the Regulation of Monopolies, Trusts, Chain Stores, Combinations, and Holding Companies." The bill amends Chapter 1 of title 15 of the Code of Laws of the United States by adding new sections. One of the sections provides that "any person, firm, or corporation owning or operating a store or stores or other business in more than one state shall be subject to all the laws and supervising authority of such state and the fact that such person, firm, or corporation may be engaged in interstate commerce shall not exempt such person, firm, or corporation from complying with the laws and regulations of any state in which any such business institution is owned, controlled, or operated." Another section provides that

"all holding companies, chain stores, or chain store institutions owning, operating, or controlling wholesale or retail stores or other business institutions in more than one State shall . . . be subject to all anti-monopoly or anti-merger laws or other laws of such state. Any such state shall have authority to regulate, control, or forbid such ownership or operation in such state except in compliance with the laws of such state." Under the provisions of the proposed bill, none of the laws of the United States respecting monopolies, mergers, trusts, conspiracies, or laws forbidding unfair trade practices, shall be construed to be repealed or modified in any way.

And, lastly, we have the favorable action of the Lower House of Congress on the Kelly-Capper Fair Trade Bill, resulting in large measure from the agitation of thousands and thousands of independent business men and hundreds of trade organizations. It is reported that there is a rapidly changing sentiment for the passage of this measure by members of Congress since it was reported favorably by the Committee, and there is good reason to believe that it will be passed by the House if it can be brought to a vote. This measure has been discussed and written about on many occasions, and this section has carried numerous articles in previous issues. It is felt, therefore, that the retail druggists of this state, at least, are familiar with the provisions of the bill and with the progress that has been made. At the same time, I desire to quote from the N.A.R.D. Journal issue of March 13th, the article headed "Much Work Yet to Be Done."

"The mistake should not be made of supposing that because of energetic efforts in the past activity in behalf of the Kelly-Capper bill should not continue. The work should be more general and more persistent than ever, because the bill has reached its most critical stage. Every member of the house should be urged to do his very best to have the Kelly-Capper bill passed within the next three weeks. Representative Clyde Kelly will be pleased to advise any member

of the house as to what he may do to assist in bringing the bill to a vote without delay. The representatives of the N.A.R.D. overlooked nothing in this direction while Mr. Henry was in Washington last week. They called from the floor Representative Parker, of New York, chairman of the house committee on interstate and foreign commerce, and asked his further support in behalf of the passage of the bill. He promised additional assistance. The same old organized opposition that has prevented action on the Kelly-Capper bill, and its predecessor, the Stephens bill, for so many years has renewed its activity. Briefly, this opposition in the main consists of department stores, supported by certain large chains. They have influence in high places in Washington. They are hard to fight because they do not work in the open. They pull wires here and there where as far as possible they arrange to block action on the Kelly-Capper bill. Mr. Kelly understands this perfectly. He informed representatives of the N.A.R.D. last week that "the time for a show-down has come; every member of the house should be requested to say whether he is for or against the bill." There is a congressional election next November. The present members of the house must be renominated in the meantime. The retailers of the country, including retail druggists, are in direct touch with the voters. Mr. Kelly has made the issue 'Mergers and Monopoly Chaining Consumers (Fair Trade Bill H. R. 11)'. A member of congress must be recorded in favor of 'mergers and monopoly' or independent business and a continuation of competition for the protecting of the consuming public. The issue cannot be dodged or evaded."

In conclusion, let me urge every member of your organization to communicate with his Congressman immediately, either by letter or by wire, urging him not only to vote but to work for the passage of this proposed measure that seeks fair trade practices and honest merchandising methods. Every telegram and letter will hasten the day of triumph for this legislation.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Give Us a Break

Once more we are appealing to our readers to help the Journal carry every item of interest about the druggists and drug stores of North Carolina. This is only possible when we have the co-operation of every subscriber. By this we mean that whenever you hear any news that would interest your fellow-druggists jot it down on a postal and send it to Box 631, Chapel Hill, N. C. We try to keep our ears to the rail so that no "happening of interest" may escape our attention, but this is a big State and we need lots of assistance. Give us a break, gentle reader,—we know you can help us—won't you send in some news right now?

New Incorporations

Winstead Drug Company, Inc., of Elm City. To operate a drug store. Authorized capital stock, \$25,000; subscribed stock, \$6,000. By O. J. Winstead, J. C. Winstead, and G. H. Winstead, all of Elm City.

Hart's Pharmacy, Inc., of High Point. To operate a drug store. Authorized capital stock, \$100,000; subscribed \$300. By L. M. Ingram, W. N. Evans and J. E. Lyon, all of High Point.

The Leaksville Drug Co., of Leaksville. To deal in both wholesale and retail drugs and other preparations. Authorized capital stock \$25,000, subscribed stock \$300. By D. E. King, Mrs. D. F. King, Jr., and G. L. Ivie, of Leaksville.

Pritchard-Lloyd, Inc., of Chapel Hill. To operate a retail drug business. Authorized capital stock, \$10,000; subscribed stock, \$10,000 by J. Manning Pritchard, T. P. Lloyd and Charles H. McDonald, Jr., all of Chapel Hill. This store succeeds the Paterson Drug Co. in the University town.

All Around the State

M. J. Leimkuhler, *Reporter*

The many friends of Mr. R. F. Holland will regret to learn that he and his family have moved to Dallas, Texas. Mr. Holland came to North Carolina from Georgia about ten years ago and since that time has been the proprietor of drug stores in Asheville and Charlotte.

Mr. C. A. Swaney, of Randleman, has accepted a position with the Sterling Drug Co., of Charlotte.

A wedding that came as a great surprise to the many friends of the young couple was that of Mr. W. Lee Moose and Miss Mabel McAllister which occurred in Mount Pleasant on March 9. Mr. Moose and Miss McAllister attended the Sunday church services at the Lutheran church but no one suspected that it was also their wedding day. At the conclusion of the service the minister announced that there would then be a wedding and the young couple took their places before the altar. No previous announcement had been made and friends were completely surprised. Mr. Moose is a graduate of the University of Maryland and for a number of years was with Hynson, Westcott and Dunning in Baltimore. More recently, however, he has been proprietor of the A. W. Moose Co. in Albemarle. He is originally from Mt. Pleasant and is the son of the late Mr. A. W. Moose, well known druggist of that town.

The B. and T. Drug Co., of Sparta, is undergoing extensive alterations which will greatly improve the appearance and convenience of the store.

The Lincoln Drug Co., of Lincolnton, was damaged on March 2 when a fire broke out in an adjoining furniture store. The principal loss was caused from the water thrown on the blaze.

It seems a far cry from December 23 to spring-time and Easter flowers but word has just come down from the mountains of a harrowing experience that happened to one of our western druggists which we believe should be recounted here. Two days before Christmas **Mr. F. H. Hodges** was busy in his drug store in Boone, the Hodges Drug Co., when a local doctor asked him to take a trip with him fifteen miles in the mountains to see a pneumonia patient. Mr. Hodges left the store in charge of his clerk and the trip was begun in the doctor's car. It had already begun to snow and there was soon an almost blinding snow storm. The travelers still went on, and had made twelve miles of the journey when a water gasket burst. They tried to go for help but it was snowing so hard that walking was almost impossible and the nearest farmhouse was several miles away. Fortunately the accident had occurred in a mountain cut so the car was pulled to the side of the road where the two men were somewhat protected from the wintry weather. It snowed still harder and it grew colder each minute. Soon the snow was above the bottom of the car doors. To make matters worse the physician began to grow sleepy—a sign of freezing. Mr. Hodges was determined to make him stay awake and the only way he could do so was by beating the doctor with his fists. The night wore on and heroic measures had to be kept up to prevent the physician from losing consciousness. When daylight came searching parties started out from Boone. The physician's wife knew the name of the patient the doctor had gone to see but no one in the town seemed to know where he lived. With this clue the searchers started out in the bitter December mountain weather with every road obliterated by snow. Finally about noon the travelers were found, the car almost covered in snow and the men nearly frozen. Mr. Hodges was confined to his home for four days suffering from the effects of the trip while the doctor was ill for a week. It was a terrible experience but we are glad to report that there were no permanent ill effects of the journey.

General News Items

Mr. Paul Webb, of Shelby, is running for the State Senate, according to press reports.

Mr. F. E. Campbell has severed his connection with the Citizens Drug Co., of Zebulon, and with a business associate has purchased Sowell's Pharmacy, of Hamlet.

Parker's, Inc., a new drug and seed store in Raleigh, opened for business on March 15 at 313 S. Wilmington St. Officers of the new enterprise are **Messrs. J. C. Moore**, president; **D. W. Sanderford**, vice-president; and **F. W. Parker**, secretary-treasurer.

Mr. S. C. Morgan, formerly with Jacobs Pharmacy, of Atlanta, Ga., has taken over the position with the O. Henry Drug Store, No. 1, in Greensboro, which **Mr. T. G. Crutchfield** held until he resigned a short time ago to become a representative for E. R. Squibb and Sons. **Mr. Fred Williams**, of Westfield, Mass., has also moved to Greensboro, to become affiliated with the O. Henry drug stores in the capacity of sales promotion manager.

Mr. J. E. Saintsing is now with Hutchins Pharmacy in Winston-Salem.

The annual meeting of the American Drug Manufacturers Association will be held this year at the Carolina Hotel in Pinehurst on April 22-26.

Mr. F. P. Meroney, of Murphy, who has been with the Davis Pharmacy, of Andrews, for some time, has accepted a position with the Peeler Drug Co., of Salisbury.

Mr. Alvis Patterson, of Chapel Hill, is now making his home in Winston-Salem where he is connected with the Granville Drug Co.

Mr. G. W. C. Rush recently became representative for the McCaskey Register Company, and is calling on the doctors of the State in regard to the office files put out by his company.

Mr. W. P. Phillips has severed his connection with the O. Henry Drug Stores in Greensboro and is now with the Franklin Drug Store in Gastonia.

We understand that the Peoples Drug Store, of Asheville, recently discontinued business. **Mr. Q. T. Bilbro**, the former proprietor, is now devoting his entire time to his West Asheville store, which is operated under the name of Bilbros Drug Store.

Mr. R. S. Dawson, formerly with Liggett's Drug Store located in the George Vanderbilt Hotel building in Asheville, has just accepted a position with Goode's Drug Store in the same city. He has been succeeded at Liggett's by **Mr. O. D. Biddy**. **Mr. T. R. Carothers** is now with Liggett's store on Pack Square. **Mr. S. B. Burrus** is manager of this store.

Mr. J. E. Mull, formerly of Winston-Salem, but more recently with Scruggs Cut Rate Drug Store, located at the old C. A. Walker stand in Asheville is now with the Pearl Drug Co. in Concord.

Mr. C. D. Stowe is with the Biltmore Ave. store of Smith's, Inc., Asheville.

The annual meeting of the South Carolina Pharmaceutical Association will be held at Myrtle Beach, July 9-10.

Mr. H. F. Elrod writes the JOURNAL that he is now with the Triangle Pharmacy in Greenville, S. C. It has been a number of years since Mr. Elrod practiced pharmacy in North Carolina, but he has never lost his interest in the Old North State and still retains his membership in the State Association.

Mr. Chas. B. Miller, of Goldsboro, was elected president of the Goldsboro Chamber of Commerce for the coming year at a meeting of the directors of the organization on Feb. 19.

Mr. Samuel Y. Harris has been elected Local Secretary for the meeting of the A. Ph.A. to be held in Baltimore, May 5-10.

Mr. J. B. Connell, 1929 graduate of the State University, resigned his position with Bobbitt's Pharmacy in Winston-Salem on Feb. 15 and since that time has been with the Mountain Drug Co. in Bassett, Va. He succeeded **Mr. B. N. Austin**, who has returned to his home in Leaksville where he has formed a partnership and will shortly open a drug store.

We understand that **Mr. J. G. Vick**, representative for Parke, Davis and Co., who was recently transferred from Delaware to North Carolina territory, will make his home in Wilson.

Mr. E. T. Thompson, of Lima, Ohio, renewed his subscription to the JOURNAL the other day. When he forwarded his check he

took occasion to say: "I do enjoy the JOURNAL for I find it both interesting and instructive." Such praise is naturally appreciated by the editors.

Mr. J. F. Wilder, of Sutton's Drug Store, Chapel Hill, and former student in the University, sustained a broken leg and several minor lacerations on the night of Feb. 20 as the result of the collision between two cars and the motoreyele on which he was riding.

City and county officers are continuing their investigation of the jewelry robbery of the Grantham Drug Co. in St. Pauls. **Mr. L. I. Grantham** has reported that approximately \$1,500 worth of watches, chains, fountain pens and other valuables were taken by the robbers who entered the store after prying open the front door with a crow bar or some other heavy piece of iron.

Mr. L. G. Day, formerly of Heminway, S. C., has opened an up-to-date drug store in the Glenn Building in Spruce Pine.

The next annual convention of the N.A. R.D. will be held in Atlantic City, N. J., Sept. 15-19.

Mr. Max T. Payne, of Greensboro, practices an unique charity according to the University of North Carolina *Alumni Review*: "In the past 22 years Mr. Payne has arranged for funerals and provided free plots for the burial of 19 persons who died in Greensboro without money. 'I can't bear the idea of a burial in potter's field,' says Mr. Payne."

We understand that **Mr. C. H. Oakley** has purchased a half-interest in the Clayton Drug Co. in Roxboro. Mr. Oakley was formerly with the Davis Drug Co. in the same town.

The 109th anniversary of the founding of the Philadelphia College of Pharmacy and Science was celebrated in the new building of the College on Feb. 24 with a special program in the afternoon and an alumni reunion and entertainment in the evening.

An order was recently signed by the Wake Superior Court disposing of the stock of the F. W. Parker Drug Co., bankrupt, to the W. H. King Drug Co., for \$1,200, and the accounts, etc., of the concern to **Mr. J. D. Simpson**, the temporary receiver, for \$150.

Mr. M. L. Robertson, formerly with the Bodeker Drug Co., is now representative for Wm. R. Warner and Co. in Virginia.

The Boone Drug Co., of Boone, was recently damaged by a fire, the loss being estimated at \$1,000.

Plans are underway for the opening of a new drug store in Warsaw.

We were very much interested in seeing in a recent issue of the *Raleigh Evening Times* a reproduction of a photograph taken on February 11, 1884 of Mr. John Y. McRae, "a famous druggist whose stand was on the northwest corner of Martin and Wilmington Sts., Raleigh," and a group of four friends. The citizens, "were all dressed up and ready to go with silk-toppers, luxurious mustaches, Al Smith derbies, cut with their brims suggestive of the sweep of the wide open spaces." Mr. McRae was a charter member of the Association and retained his membership until 1907 when he moved to Virginia.

Pharmacists the country over have endorsed the movement to memorialize Dr. Lyman Spalding, "Father of the U. S. Pharmacopoeia," by nominating him to a place in the Hall of Fame of New York University. He submitted the first project for a U. S. Pharmacopoeia to the Medical Society of the County of New York, in January 1817. At its last meeting the A.Ph.A. passed a resolution urging the nomination of Dr. Spalding for a place in the Hall of Fame and his name has been submitted by Dr. E. F. Kelly.

Goldsboro's Blue Sunday

The following item from Goldsboro should prove of interest:

"Blue Sunday in Goldsboro is going to be a turquoise blue instead of a deep navy color, according to the vote of the board of alderman who last night passed a new 'blue law' and repealed the old one which recently revived, brought a number of arrests. Under the new law news stands which formerly had to close for church hours may sell their wares at all hours. The drug stores which were permitted by the old law to sell naught but medicine on Sunday are now permitted to sell anything in stock except during church hours."

News from the State University

Pharmacy Classes Select Officers

The second year class in Pharmacy at the State University has elected the following officers: President, R. P. Craig, Stanley; Vice-President, C. L. Clodfelter, Thomasville; and Secretary-Treasurer, T. W. Gordon, Hillsboro.

The officers for the third year class are: President, J. L. Pinnix, Kernersville; Vice-President, P. L. Thomas, Erwin; and Secretary-Treasurer, A. D. McNeil, Fair Bluff.

U. N. C. Branch A. Ph. A.

The main feature of the regular meeting of the University of North Carolina Branch of the American Pharmaceutical Association, held on January 29 in Pharmacy Hall, was the election of the officers for the ensuing year. They are: President, L. G. Barefoot, Four Oaks; Vice-Presidents, B. B. Forrest, Hillsboro, and C. B. Clark, Williamston; and Secretary-Treasurer, H. M. Dellinger, Stanley. The organization holds bi-monthly meetings the second and last Wednesdays of each month. One of these meetings is devoted to a student program in which various students in the School of Pharmacy present subjects of pharmaceutical interest. The other meetings will be featured with talks by members of the University Faculty and speakers of note from outside Chapel Hill.

At the meeting on February 12 Professor J. G. Beard presented an illustrated lecture on the "Men Who Have Contributed to the Origin, Development and Growth of the North Carolina Pharmaceutical Association."

The illustrated lecture, given by Dr. W. C. Coker, head of the department of botany of the University, was the principal feature of the meeting on February 26. His subject was "Organic Evolution," and he developed his talk from the lowest form of plant and animal life to that of the highest, finishing his discussion on the origin of man and a brief history of the work of Darwin.

University Library Receives Gifts

Mr. G. E. Burwell, formerly of Charlotte, but now of Miami, Fla., has recently presented to the School of Pharmacy a copy of the U. S. Pharmacopoeia of 1890, and also

a copy of the National Dispensatory (second edition). Mr. Burwell writes that the Dispensatory was given to him by a friend a few years ago. It was found between the walls of an old building in Charlotte, where it had evidently lain for many years unknown to the occupants of the house. These books have been catalogued and placed in the pharmacy library.

Marriages

A marriage of interest to many friends took place in Philadelphia on the morning of February 18 when Miss Mary Morgan became the bride of Mr. Philip D. Gattis. After a wedding trip to New York and Canada Mr. and Mrs. Gattis are making their home in Raleigh where the latter is the proprietor of two drug stores and also plays an important part in the civic life of the city. He is a member of the American Business Club and active in Shrine circles.

Births

The JOURNAL takes pleasure in announcing the arrival of Joseph Paul Gamble, Jr., son of Mr. and Mrs. J. P. Gamble, Sr., of Monroe. The young man was born on Feb. 19.

Deaths

Hundreds of friends throughout this section were shocked to learn of the death of Mr. William Frank Bradburn, of Hendersonville, which occurred in Charlotte on the morning of March 4 following a short illness with pneumonia. A regular attendant at the annual conventions of the N. C. P. A., Mr. Bradburn always took the keenest interest in the affairs of the organization and of the T. M. A. He was elected president of the latter organization at the New York meeting in 1926. In dedicating the Nov., 1926 number of the CAROLINA JOURNAL OF PHARMACY to Mr. Bradburn the editor paid tribute to him as "an energetic, likeable, efficient, road salesman, who is more than making good as representative in both Carolinas, in Virginia and in Tennessee for E. R. Squibb and Sons. Mr. Bradburn was married on Feb. 28, 1919 to Miss Mary Elizabeth Leverett, of Hendersonville. Mrs.

Bradburn always went with her husband to the annual meetings and frequently accompanied him in his travels over his territory. She was alone with him in Charlotte when he was taken ill. Almost immediately, however, friends learned of his illness and went to Charlotte, remaining there until Mr. Bradburn's death. They then accompanied Mrs. Bradburn home. Among these friends were Mr. and Mrs. Sterling Hubbard, of the Norris Candy Co.; Mr. and Mrs. Wm. McElveen, of the Nyal Co.; Mr. Hamilton Underwood, of the Upjohn Co.; Mr. H. L. Rider; Mr. John Rowe, of Eli Lilly and Co.; Mr. A. R. Cross, of the Penslar Co.; Mr. Frank Merrick, of the Merrick Candy Co.; Mr. George Rush, of the McCaskey Register Co.; Mr. Boyce Hunter, of the Tryon Drug Co., Charlotte; and Mr. W. C. Iverson, Southern Sales Manager for E. R. Squibb and Sons, and Messrs. W. C. Batte and T. G. Crutchfield representatives of the same company. William Franklin Bradburn was born in Newberry, S. C., Sept. 24, 1887. After completing his education at Clemson College and the University of Maryland, he was for several years in the retail drug business. For the past fourteen years, however, he has been representative for E. R. Squibb and Sons, and in this position has made scores of friends in this section. In his death the Association has lost one of its strongest supporters and the druggists of the State have lost a sincere friend. The JOURNAL is taking this opportunity of extending to Mrs. Bradburn the sincerest sympathy of every member of the N.C.P.A. and of the T.M.A.

Mr. Herma Lillington Hicks, aged 41, prominent citizen and druggist of Rocky Mount, died suddenly at his home at 529 Nash St. on the morning of March 10. Mr. Hicks arose at the customary time and shortly thereafter felt strangely ill. A doctor was summoned but he died before medical aid reached him. Mr. Hicks was a native of Halifax County, but had spent most of his life between Tarboro and Rocky Mount. He was proprietor of the H. L. Hicks Drug Co. He is survived by his wife, formerly Miss May Williams, of Newton, as well as

two sisters and two brothers. He was licensed as a druggist in 1912 and had been a member of the State Association since 1919.

THE CHAIN STORE MENACE

(Continued from Page 189)

original cost. Then what? It means that the taxable values in many towns have decreased more than 50 per cent, but what is more lamentable, hundreds who were once prominent citizens in the community as well as liberal tax-payers, have been forced to seek other fields of endeavor and other means of support."

In one state alone it is reported that "over three hundred stores went out of business in a little more than three years. These stores paid an average annual tax of \$5000.00, or a total of \$150,000.00, that was automatically stricken from the tax books of the state. The average home in the small towns paid an average tax of less than \$125.00. Therefore, each of these stores paid a tax equal to four average homes. During the time that three hundred independents went out of business, sixty-one chain stores started. Of the three hundred independents who quit business, one hundred and eighty-eight owned their own buildings, and one

hundred and twelve canceled valuable leases, the great majority of the buildings remaining idle.

I submit that the arguments I have presented make a strong case against the foreign chain store systems of the country as they are now conducted—that they are a menace to the community, state and nation, and that they are neither entitled to nor deserve the patronage of our citizens. In my opinion, all such chains will eventually of necessity change their trade-practices and also localize, thereby becoming a part of the community in which they operate or else they will be eliminated.

Prominent men throughout the country, including Governors, Attorney-Generals, Ministers, and Educators, sensing the situation as it actually exists, are daily joining in with Mr. W. K. Henderson, owner and operator of Radio Station K. W. K. H., the pioneer in the fight against the chain store menace, and in behalf of the independent merchants of the nation at large. And so great is the agitation against chain stores that prominent politicians seeking high political offices throughout the country are aligning themselves with the independent retailers in this great fight that in my opinion has only started.

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The Carolina Journal of Pharmacy

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NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

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The 1930 meeting of the North Carolina Pharmaceutical Association
will be held at Raleigh, August 11-13.

The summer examinations of the North Carolina Board of Pharmacy
will be held in Chapel Hill, June 11.



H. A. B. DUNNING, of Baltimore
President of the American Pharmaceutical Association

We are pleased this month to carry as a frontispiece the picture of an outstanding American Pharmacist whose ability and service were signally recognized last year by his election to the presidency of the American Pharmaceutical Association. To Dr. Dunning's enterprise is largely due the development of the retail firm of Hynson, Westcott and Dunning to a position of national eminence as a large retail pharmacy centering its entire energies in the sale of purely professional products. The wholesale firm of the same name has greatly extended and expanded because of the initiative and vision displayed by the present senior partner, Dr. Dunning. Finally the Headquarters Building project, which when completed will mean a real home for American Pharmacy and a monument to pharmaceutical developments in this country, is nearing a successful completion in main measure because Dr. Dunning threw into the plan not only a generous financial contribution but an unspared amount of his own thought and time in directing the campaign for funds. It gives us a real pleasure to set aside this page in his honor and to join with thousands of his friends in paying tribute to his executive and business genius.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

NATIONAL PHARMACEUTICAL ORGANIZATIONS TO MEET IN BALTIMORE IN MAY

Druggists Should Not Miss the Opportunity to Attend

Three national and important pharmaceutical bodies hold their annual conventions in Baltimore on May 4-10 that should appeal strongly to the druggists of North Carolina in view of the nearness of the meeting place to this state. The opportunity to attend the meeting of the American Pharmaceutical Association is almost a privilege. This year it is held close by and during the time when it is reasonably easy for druggists to leave their stores for a few days. Meeting concurrently with the A.Ph.A. are the American Association of Colleges of Pharmacy, the National Association of Boards of Pharmacy, the Conference of Pharmaceutical Association Secretaries, and the Conference of Pharmaceutical Law Enforcement Officials. There will also be held the annual Plant Science Seminar and the Conference on Pharmaceutical Research.

These several conventions bring together from all over the nation the leaders in present-day pharmacy. Every drug interest is represented and matters are discussed that are of general importance to everybody connected with the profession of pharmacy. One cannot attend such a gathering without coming away feeling that progress is being made in the several fields of effort that collectively constitute the ramifying industry generally called the drug business. Delegates are present from every state in the union who are anxious to mingle and discuss problems of mutual concern. No druggist can fail to be benefited by the discussions and conversations that he will be able to listen to and profit from.

Reduced round trip railroad rates will be in effect that will represent one and a half times the straight fare to Baltimore. Official headquarters will be in the Hotel Emer-

son, which is located in the heart of the city. Several entertainment events are planned for the pleasure of all visitors, men and women alike, and occasions will be offered for trips to such neighboring points as Annapolis, Fort McHenry (where Francis Scott Key wrote the Star Spangled Banner), Washington, etc. Delegates going by automobile will find hard surface roads leading from every point in North Carolina on into Baltimore. Especially is the North and South route leading out of Norlina to Richmond good. It is one of the loveliest times of the year to take the trip through the Valley of Virginia and then return by the Virginia peninsula through Norfolk and back into North Carolina. Historic points all through the State of Virginia border the highways going and coming. May is, of course, a beautiful season of the year in which to be out of doors. The week before the convention, (April 28-May 3) is Garden Week in the Old Dominion. During this time the owners of more than one hundred of the lovely Colonial estates in Virginia will open their gardens, and in many instances their houses, to visitors. Few of these historic places can be visited at any other time during the year. The small fee charged at each estate goes toward the restoration of the gardens at Stratford, birthplace of two signers of the Declaration of Independence and of General Robert E. Lee. Thus by going to Baltimore by machine a druggist can map out an itinerary that will give him a delightful vacation in a brief time and will enable him to enjoy a trip through scenic and historic country, and at the same time receive real benefit from the deliberations of several national conventions that will be in session at a nearer point to North

Carolina than has been the case for several years or is likely to be the case in the next six years.

Sane Legislation Enacted

At the last meeting of the General Assembly of the State of Virginia two acts were passed that in the personal opinion of the editor represent sane, progressive legislation. Both pieces of legislation are described in a bulletin just issued by the Virginia Pharmaceutical Association to the following effect:

Registered Assistant Pharmacist Grade Abolished

"By virtue of legislation enacted by the General Assembly of Virginia of 1930, and approved on March 25, the grade of Registered Assistant Pharmacist will be abolished in Virginia after March 1, 1935, except that such persons as hold certificates of registration as assistants may retain these and practice under them. No more assistants will be registered after the date indicated, which means that there will be but one grade of registered persons after that time, Registered Pharmacists, and these must be graduates of approved schools of pharmacy."

A Barbitol Act Passed

"In the legislative session in Virginia this year a bill commonly referred to as a Barbitol Bill was enacted into law, and approved on March 20th, which will restrict the sale of diethyl barbituric acid, derivatives thereof, preparations containing any of these, mixtures and solutions of any of them, together with sulphonal, trional, tetronal and chloral hydrate or any preparation containing twenty grains or more of chloral hydrate to the ounce. The restriction in the sale of any of the above is to registered pharmacists on physicians' prescriptions, which prescriptions may not be refilled. It is unlawful for general merchants to possess in their stocks any of these drugs, the use of which in many instances has been abused by the public."

The question of whether or not the grade of assistant pharmacist should be abolished is one that finds ardent champions on both sides of the case. The second piece of ma-

chinery, however, ought to meet with the unanimous approval of every conscientious pharmacist. Surely we in this State should protect the public against the indiscriminate purchase and use of the barbituric acid derivatives by urging the North Carolina General Assembly to enact a regulatory measure such as is now in effect in Virginia and many other states. We hope that the Legislative Committee of the Association will adopt as a part of its next program the inclusion of a Barbitol Act.

Chain Drug Stores

Chain drug stores made a new record the past year. The Druggists' Circular has just completed its sixth national survey in the chain drug field. This survey shows that the growth of chain drug stores from March, 1928, to date, was far greater than for any other period in the eight years covered by previous surveys. Chain drug units increased more than twice as fast last year as they increased during the preceding *three* years.

A reliable estimate places the number of retail drug stores in the United States at 57,000. Of this number, approximately 53,000 are independently owned and operated and the balance are conducted by corporations. In other words, only about 7 per cent of the retail drug stores throughout the country can be classed as chain stores.

The growth in the number of chain stores is shown in the following comparative table:

Year	Number of	
	Stores	Increase
1920	1,563
1921	1,763	200
1923	2,014	251
1925	2,173	159
1928	2,725	552
1929	3,849	1,124

In the year 1928, the amount of chain store financing undertaken was estimated at \$237,000,000, as compared with \$88,769,000 during 1927. In 1928 there were 69 different offerings of stock, twelve of them by drug store chains. In sales volume, the chains as a whole showed a gain of 18.1 per cent over the preceding year.

All told, it is estimated that there are in this country approximately 4,000 chain store

organizations operating more than 100,000 stores in 55 retail fields. These have an estimated annual volume of from five to seven-and-a-half billion dollars. In other words, the chain stores are doing anywhere between 12 and 19 per cent of the forty billion dollar retail business of the country. This leaves for the independent retailer more than 80 per cent of the business. But, according to the Federal Reserve, 81 chains did nearly half the total chain store business of the country. This means comparatively low sales volume for the chains not in this group of 81.

The following table illustrates the growth of chain stores since the first national survey was made by The Druggists's Circular:

Year	No. of Firms Operating Chains	No. of Stores Operation	Average No. of Stores per Chain
1920	315	1,563	4.3
1921	303	1,763	5.0
1923	327	2,014	5.3
1925	320	2,173	6.7
1928	328	2,725	8.3
1929	411	3,849	9.3

The way in which some of the larger chains have grown is well brought out by the following figures, comparing the number of stores operated in 1928 and 1929:

	1928	1929
Louis K. Liggett Co.....	460	525
Walgreen Co.	173	242
Peoples Drug Stores	50	101
United Retail Chemists..	60
(Now Whelan Dg. Co.)	211

As the result of the effort on the part of the independents to secure prices that will enable them to compete with chain operators, buying clubs and voluntary chains have seen a great growth during 1928-29. It is estimated that at the present time there are in all lines 375 voluntary chain organizations of this type in the United States, with a membership of 55,000 retail stores.

Three general classes are recognized: (1) That created through the initiative of a wholesaler; (2) that which comes out of a

and (3) that which brings together in one organization a group of wholesalers as well co-operative buying organization of retailers, as groups of retailers.

Sixth National Survey of Chain Stores— Druggists' Circular

The Trick of "Cut Prices" When "Bargains" Are Costly

The following message was recently sent to purchasers of drug store merchandise by the District of Columbia Retail Druggists' Association:

To Consumers:

Here is a practical test for the consumer if he wishes to know whether he benefits by "bargains." Select a chain store that advertises "cut prices;" buy ten different articles, such as a tooth brush and household drugs. Then purchase the same articles in an independent drug store that does not place the emphasis on "cut prices." See whether the quality of the merchandise and total price paid are not better in the independent store than in the chain store. S. Tapscott and Company, Wholesale and Retail Druggists of Brantford, Ontario, offer to refund the amount paid and any of their customers may have the merchandise for nothing if they do not find that they have benefited more by the purchase of ten articles such as described in their store than in a price-cutting store. This is a standing offer and Mr. Henry S. Tapscott declares that "I have never yet had to make a refund."

Beware of Substitution

The consumer should beware of substitution. He should insist upon receiving the nationally advertised article at the cut price advertised, or nothing. Popular brands have established value. Private brands used as substitutes for them have no known value. Their price seemingly low may be very high when quality is considered. Even if quality is good it is unfair to profit by selling unadvertised articles at the expense of those nationally advertised. In time it will deprive the consumer of popular well-known brands by driving them from the market. Buy only nationally advertised articles and those of established worth.

Guard Against "Seconds"

Defective articles, in numerous lines of manufactured products, are known as "seconds." Beware of such articles as defective fountain syringes marked and advertised at reduced prices which really are exorbitant. Anything cheap should be regarded with suspicion. One can not obtain something for nothing.

Combination Sales

Determine the quality and value of each item in a "Combination Sale" before you buy. They are generally a delusion and a snare to attract the consumer to the advertiser's store for the purpose of palming off on him long-profit merchandise of doubtful value. If a reasonable profit is not made on marked-down articles it must be made on questionable merchandise marked-up.

Quality and Service

The price of an article is not cheap if it is made at the expense of quality or service. Compare the quality of merchandise and the service rendered in a dependable independent drug store with quality and service in a price-cutting chain drug store. Everything is sacrificed to profit in a price-cutting chain store. If an article does not turn over fast and yield a profit the public cannot get it in a price-cutting chain store. The trustworthy independent druggist will carry it at a loss to serve the consumer. When life is hanging in the balance are not quality of medicinal ingredients and faithful and efficient service in compounding prescriptions a paramount consideration? Can this indispensable service be obtained better from a

distantly owned price-cutting chain drug store through a hired manager than from your neighborhood druggist, who owns his own store and is directly responsible to you, having a personal interest at stake?

Trend Towards Monopoly

The more the public patronizes the rapidly growing price-cutting chain and department stores and mail-order houses the faster it is building powerful monopolies of manufacture and distribution. As the independent manufacturer, wholesaler and retailer disappear competition vanishes. Competition is the public's only protection against high prices, poor quality of merchandise and limited accommodation and service. Preserve the independent neighborhood drug store and the independent manufacturer and wholesaler for the benefit of the consuming public.

Please Pass This On

If you care to help yourself as a consumer of the necessities and luxuries of life please hand this to your neighbor and to your representatives in Congress. Co-operation is imperative. The life of the independent retailer, wholesaler and manufacturer depends on the consumer. The consumer's welfare requires the continued service of the independent retailer, wholesaler and manufacturer. The prompt enactment of the Capper-Kelly Fair Trade Bill by Congress will tend to preserve the independent retailer, wholesaler and manufacturer by enabling the manufacturer to keep his products from predatory price-cutters and thus perpetuate competition, the public's only protection against monopoly.

DON'T FORGET

The date of the 1930 meeting of the North Carolina Pharmaceutical Association has been changed from June 24-26 to August 11-13.

Elaborate preparations are being made for the meeting. Official Headquarters for the convention will be at the Hotel Sir Walter.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Adoption of a Sales' Tax Appears Certain

Judging from the present outlook indications are that the retail druggists of the State, as well as other merchants and business enterprises, are confronted with one of the most serious situations they have ever had to face. I refer to the wide-spread agitation for the adoption of a sales' tax program by the next General Assembly, in order to grant relief to landowners of the State by substantially reducing taxes on land.

There is no doubt but that both general and special sales' tax proposals will be presented to the next Legislature. During the past few weeks in my travels over the State, I have talked with many business and professional men with regard to the growing demands for relief from the tax burden on land and the effect it will likely have with the membership of the next Legislature when the matter of tax revision is before that body. I have been told by practically every man with whom the question has been discussed that the next legislature will impose a sales' tax of some kind in order to provide for the revenue needed to bring about a material reduction in land taxes. Those of us who have been following the situation through the newspapers know that the agitation is not confined to any particular section of the State, but on the contrary that it is State-wide. Mass meetings have been held in many of the counties of the State, and a "Tax Payers League" has either been formed or is in the process of formation in practically every county, with the avowed purpose of securing relief from the present land taxes at any cost.

This movement in many cases has been sponsored by the large property and land owners, who boldly advocate a sales' tax on this or that commodity, apparently with-

out caring upon whom the burden falls so long as their purpose is accomplished. They are endeavoring to pledge candidates for the legislature to commit themselves to support a sales' tax program, and in not a few instances, candidates have openly declared themselves in favor of such a program. In some cases these same candidates are former representatives and until now have been unalterably opposed to any sales' tax proposal.

While the agitation in some quarters is simply for a sales' tax, with no suggestion as to whether general or special, at the same time many advocates of a sales tax program publicly announce that it should include the so-called luxuries, namely: soft drinks, tobacco products, amusements, and perhaps extend to cosmetics and other items. In other words, it is proposed to single out certain businesses and place the burden upon their shoulders by imposing "nuisance" taxes, a system tried out by the Federal Government as a war measure, but abandoned immediately thereafter because it proved a failure.

The adoption of a sales' tax program not only "violates every accepted principle of just taxation which is to levy taxes in proportion to ability to pay," but it is calculated to do irreparable injury to the business interests of North Carolina and retard the progress of the State, inasmuch as "a sales' tax is a tax on consumption, on expenditures, and on poverty—a peon's tax—; it would necessarily increase the cost of doing business, drive business from the State, encourage mail-order buying, and make business men tax collectors for the State.

Neither the Association nor its membership oppose a reduction in land taxes. The same is true with regard to other trade associations and their memberships. On the other hand, they believe that all taxes are too high, and when a reduction may be

brought about in any of the taxes, our Association and its members may be counted upon to do all that may be done toward the accomplishment of that purpose. But, we are unalterably opposed to the imposition of any sales' tax measure and will do all that may be done to forestall the enactment of this plan of taxation which we believe to be unjust, unfair, and grossly inequitable.

Confronted as we are with the perplexing situation described, it is my opinion that there is but one way, if it may be done at all, to forestall the enactment of this unfair, unjust, and inequitable system of taxation, and that is to follow the suggestion made by Governor Gardner a few weeks ago, urging the people of the State to "nominate and elect the best men for the Legislature." It is certain that the situation existing will call for the very best thought that the best in the State are capable of giving. For a sane solution of the tax problem in North Carolina we need in the next legislature business men of practical experience and a knowledge of the problems affecting the business interests of the State more than ever before. It is incumbent upon every retail druggist, and every other business interest for that matter, therefore, to see to it that such a man becomes a candidate for the legislature and then to elect him to this high office.

In all events, you are urged to ascertain from the candidates for the General Assembly from your County their attitude on the sales' tax question and let them know that you will not support any man who looks with favor even upon such a program. This office requests that you furnish us with the names of all such candidates, and at the same time let us know how each stands on this important matter.

A More Careful Selection of Legislators

People in every state are vitally affected by the wisdom, economy and efficacy of the laws made in their general assemblies. Too often they realize this only when some piece of legislation vitally affecting them comes up for consideration by the state body of lawmakers. Then they begin the battle of wits in an effort to defeat unfair legislation or

to support the passage of a bill of vital importance but which is meeting with disfavor from somewhat uninterested legislators. Reverting to the old adage, they try to lock the door after the horse has been purloined.

Serious thought at the time of selection of state legislators is obviously the only effective way to assure any commonwealth of a fair minded and patriotic body of lawmakers instead of a crowd of petty politicians whose sole interest seems to be to offer their votes to the highest bidder or to waste time on non-essential laws that only clutter up the statute books.

Until the time when lawmakers are selected from the ranks of those who have business ability, common sense and patriotism to their state, as well as those who will unselfishly set themselves to lift the state from debt, borrowing necessities and the distresses of her dependents daily begging for salaries, wages and pensions, a decidedly disadvantageous situation will exist.

Voters of the South have given far too little concern in the past to the character of the senators and representatives who represent them in the legislature. Awakening of the voters to the need of election of sound-minded legislators will preclude the necessity of fighting battles over unfair and illogical laws. Wise legislators who are real students of economics and sociology will not need to hear the appeal of those to whom certain legislation is obviously ruinous. They will see to it that such laws, if presented, are quickly killed.

The movement for better qualified lawmakers for the state legislators could start in no better group than the druggists of any of the Southeastern states. Being professional men, pharmacists are perhaps even better qualified as judges of proposed legislation than the average man. Certainly they are better qualified than the average man now in office.

If a capable pharmacist cannot run for the legislature the least he can do is to see to it that the people of his community and state are aroused to the necessity of making wiser selections for the state lawmaking body of the future. Get the voters out.

(Continued on Page 214)

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

All Around the State

M. P. Leimkuhler, *Reporter*

The Carpenter-Hambrick Drug Co. is the name of a new business concern of Shelby. The firm has been incorporated to carry on the business of chemists, druggists, etc., with an authorized capital stock of \$10,000 with a subscribed stock of \$4,200 by Messrs. R. E. Carpenter, R. G. Hambrick and O. B. Carpenter, all of Shelby. Mr. R. E. Carpenter, formerly with the Cleveland Drug Co., will be manager. Mr. Carpenter will be succeeded by Mr. C. M. Dennis, formerly prescriptionist for the Stephenson Drug Co. in the same town while Mr. B. N. Austin, of Leaksville, succeeds Mr. Dennis at Stephenson's.

Mr. E. H. Tate, formerly with Crawford's Drug Store, Lenoir, will open Tate's Drug Store in the same town early in May.

Mr. J. C. Hord, who has been manager of the Cliffside Mills Drug Store at Cliffside since the summer of 1927, has purchased Mundy's Drug Store at Maiden and has changed the name to Hord's Drug Store. Mr. J. S. Rudisill succeeds Mr. Hord at Cliffside.

Mr. C. P. Whitford has severed his connection with Hart's Pharmacy, Inc., of High Point, and is now a member of the prescription force of the Patterson Drug Co., of Lynchburg, Va., located at 1027 Main St.

Mr. John A. Trent, formerly of Greensboro, but more recently of Danville, Va., will open a new store in North Danville under the name of J. A. Trent's Pharmacy.

We understand that a new drug store will be opened in Tryon in the early summer.

We regret to announce that Mr. Fred C. Harris, representative of Richard Hudnut in North Carolina territory has been very ill with pneumonia at the Charlotte Sanatorium. Later reports, however, indicate that he is

rapidly improving. Mr. Harris recently joined the Traveling Men's Auxiliary and has been looking forward with much pleasure to seeing his friends at the Raleigh meeting.

Mr. H. C. Greene, of Charlotte, is now associated with the Sheppard Drug Co. in the Meeklenburg capital. The firm will move into their new building on the corner of Hawthorne Lane and Seventh St. about May 1st.

Several druggists have mentioned to the reporter recently that they have missed the writings of Mr. C. B. Miller in the last few issues of the Journal. Editor: The Journal staff has missed these contributions too and we hope that Mr. Miller will find an early opportunity to send an article for the next issue.

After a serious illness, extending over a period of several months, Mr. P. A. Lee, of Dunn, is back on the job as a proprietor of Wilson and Lee, Druggists.

Eastern Carolina News

F. L. Bundy, *Reporter*

Mr. and Mrs. A. C. Cecil, of High Point, have returned from a delightful motor trip to Florida and report plenty of sunshine. They made the trip in an especially constructed house car that has all the modern conveniences a home enjoys.

Mr. D. A. Dowdy, of the Mann Drug Co., of High Point, recently spent a delightful vacation in Cuba and Florida.

On January 1st Mr. Chas. Fetzer, of Reidsville, celebrated his forty-seventh anniversary in the drug business. He was licensed as a druggist in 1887. Mr. Fetzer has operated a retail drug store in Reidsville during this entire time with the exception of one year during the World War. He then sold his store but re-opened a new one

after he had been out of business for just one year. There are many druggists throughout the State who received their early training under Mr. Fetzer. He is still very active and is at his store every day. He usually takes about a month's rest at some quiet resort during the summer. His son is a practicing physician in Madison.

The name of Sowell's Pharmacy at Hamlet has been changed to the C. and W. Pharmacy. This store was recently purchased by **Mr. F. E. Campbell**, of the Citizens Drug Co., of Zebulon, and **Mr. A. C. Wobberson**, of the Bridgers Drug Store at Bladenboro.

Mr. Robin Hood, of the Hood Drug Co., of Washington, recently enjoyed a brief vacation on Roanoke Island recuperating from an operation.

Piedmont Topics

John K. Civil, *Reporter*

At the 1930 Association meeting in Raleigh some seven popular traveling men, who are members of the T. M. A., will read papers before the convention on topics of commercial interest. The T. M. A. appreciates the courtesies of the Association and hopes to make these papers interesting and profitable to the members of the N.C.P.A. The titles and the authors will be announced at a later date.

The Pee Dee Drug Store, of Wadesboro, which has been operated by the Parson Drug Co., was recently sold to **Mr. R. C. Baughman**.

Mr. Harry Meacham, of Statesville, for the past six years with the Scott Drug Co., of Charlotte, has accepted a position with the Norwich Pharmacal Co. with headquarters in Savannah, Ga. He takes over the territory of **Mr. D. Allan Smith**, who has been transferred to Baltimore, Maryland. Mr. Smith's address is 3439 Guilford Terrace, and his territory will include Baltimore and western Maryland. Mr. Meacham is the nineteenth North Carolinian to accept a position with the Norwich Pharmacal Co.

Mr. Frank Berry, of Gaffney, S. C., who has represented E. R. Squibb in Georgia territory for the past three years, has taken over the Squibb territory of the late **Mr. Frank Bradburn**. Mr. Berry's headquarters

will be in Asheville, N. C. at 104 Woodfin St. He has already made application for membership in the T. M. A.

Friends of **Mr. R. L. Reinhardt**, proprietor of the Peoples Drug Store in Forest City, will be glad to learn that his son, who was recently run over by an automobile, is out of danger and is improving rapidly in the Rutherfordton Hospital.

Mr. John C. Mills has sold his interest in the Mills Drug Co. in Charlotte to **Mr. John Young**, formerly of Greensboro and Wilmington. Mr. Young was for many years with T. F. Kluttz and Co., of Salisbury. The store will be operated as John Young, Druggist.

Mr. J. V. Thompson has accepted a position with Seruggs Drug Store in Hendersonville. He was formerly with the Jackson Pharmacy in the same town. **Mr. J. B. Harbison**, at one time manager of Rose's Pharmacy in Hendersonville is also with the Seruggs store.

Mr. C. I. Webb, for the past fourteen years with Blair Bros. Drug Co., of Charlotte, has accepted a position with the Five Points Pharmacy in the same city.

The North Newton Drug Store, of Newton, has recently installed a new fountain and remodeled the store.

Spoon's Pharmacy, of Charlotte, is installing a new soda fountain and ice cream machine. This is the second machine of this kind in North Carolina.

The many friends of **Mr. G. B. Walton**, proprietor of Walton's Pharmacy, of Flat Rock, will be glad to learn that he is getting along nicely after an illness of several months.

Mr. Robt. Bonner is now prescriptionist for the Peoples Drug Store in Valdese.

The change of date for the next Association meeting in Raleigh from June 24-26 to August 11-13 meets with the general approval of the druggists and a bigger attendance will be had on account of the change in date of the meeting.

The friends of **Mr. P. J. Suttlemyre**, of Hickory, will sympathize with him in the death of his father, **Mr. G. P. Suttlemyre**. The old gentleman died on March 30 at the age of eighty-four. He was a prominent Civil War veteran and a retired farmer.

Mr. C. A. Raysor, for years one of the leading druggists of Asheville, and who is now in the banking business, will attend the next meeting of the Association in Raleigh.

Mr. T. R. Carothers, recently with Liggett's Drug Store, of Asheville, has accepted a position with the Bradsher drug store in Charlotte.

We regret to announce that **Mr. A. O. Mooneyham** is confined to his home in Asheville on account of illness, and we are wishing for him a speedy recovery.

Dr. J. M. Reed, proprietor of Lowell's Pharmacy in Lowell, has bought Sanders Drug Store in McAdenville. The former proprietor of this store, **Mr. A. J. Sanders**, has retired from the drug business on account of his health and has moved to his farm in Clover, S. C.

Mr. H. L. Rider, of Charlotte, for several years representative for Richard Hudnut, has accepted a position with the Sheaffer Pen Co. He will continue to make his headquarters in Charlotte.

Announcement has been made of the arrival of **Anna Lee Hough**, daughter of **Mr. and Mrs. J. T. Hough**. Miss Anna Lee was born on March 2. Her father is the popular druggist with the Independence Drug Store, of Charlotte.

Mr. J. R. Davis has opened a second drug store in Asheville.

The Martin Drug Store, Inc., of Canton, has recently been moved into new quarters in the Martin Building on the corner of Main and Academy Sts. The old store was one of the prettiest in western North Carolina, but the new one is even prettier and is up-to-date in every particular. The proprietors, Messrs. **J. M. Smith**, **J. L. Jones**, and **E. G. Barefoot**, are to be congratulated upon the appearance of the pharmacy.

The Independent Retail Druggists, Inc., recently opened in Charlotte. **Mr. Gale Wolfe** heads the organization with **Mr. M. H. Torrence** in charge of the office.

Mr. J. P. Stowe, of Charlotte, who has always taken the keenest interest in the civic affairs of the city and who has received many honors from his fellow-citizens, was recently appointed a member of the new zoning Commission, which is to lay plans for the future expansion of Charlotte.

Mr. Joe McKay, of McKay's Pharmacy in Hazelwood, recently enjoyed a month's vacation in Florida. He states that this is his first vacation in thirty years! Guess how old he is!

Goode's Drug Store, of Asheville, has installed a tea room on the second floor of the store which is proving very popular. We understand this is the first drug store in the State to operate a tea room.

Mr. R. M. Lynn, for the past six years manager of the Torrence Drug Store, of Gastonia, has purchased the interest of the late **Mr. H. H. McKay** in McKay and Willis. **Mr. Lynn** and his partner, **Mr. Willis**, will move the store to a new location in Gastonia in the near future.

Mr. S. H. Price has purchased from **Mr. H. C. Newsome** his interest in the Miller Drug Co., of Mooresville.

Mr. H. H. Huggins, popular representative for the H. K. Wampole Co., has moved to Charlotte from his old home in Pomaria, S. C.

General News Items

Mr. E. E. Murchison, formerly of Sanford, but more recently of Goldsboro, has accepted a position as pharmacist and manager of the H. L. Hicks Drug Co., of Rocky Mount.

Mr. J. C. Taylor, of Knightdale, is recovering from an extended illness with pneumonia. He hopes to be able to go back to work within a couple of weeks. **Mr. J. E. Davis**, of Raleigh, is acting as relief clerk for him during his absence from the store.

Mr. E. F. Redding, of Lucama, has been ill for several weeks. His friends are greatly concerned over his condition and are wishing for him a speedy recovery.

We understand that Grant's Pharmacy at Asheville has been closed. It has been owned for some time by **Mr. R. G. Scruggs**, who recently re-purchased Carmichael's Pharmacy. The stock of the two stores has been consolidated at Carmichael's.

The New Bern Avenue Pharmacy in Raleigh has closed and the former proprietor, **Mr. W. A. Cannady**, is operating a drug store at Boulee.

The Journal extends sincerest sympathy to Messrs. **P. A. and D. Frank Hayes** in the

loss of their mother, Mrs. E. P. Hayes, who died at the age of 74 at her home in Randleman.

See your railroad ticket agent early and get information about the meeting in Baltimore.

The Crescent Drug Co., of Winston-Salem, has been incorporated to operate a retail drug store with an authorized capital stock of \$50,000, and \$300 stock subscribed by Messrs. Frank H. Lunn, M. T. Y. McManus and M. P. Ketchie, of Winston-Salem.

The many friends of Mr. Paul Webb, prominent Shelby druggist, business man and mayor, have been urging him to become a candidate for the state senate as representative of the district embracing Cleveland and three adjoining counties. Latest reports state that Mr. Webb has found it impossible to enter the race.

A fire of undetermined origin on the night of April 1 wiped out several business buildings of the little town of Stem, including the local drug store.

Mr. A. D. Walker has resigned his position with the Peoples Drug Store in Washington, D. C., and is back in N. C. again. He is now located with Saunders Drug Store in Wilmington.

The four drug stores at Rockingham have gone on a strictly cash basis and announcement to this effect is made in a circular letter to their patrons signed by the four stores.

Mrs. Carl Fitchett, of Dunn, was named at a recent American Legion Auxiliary, meeting in Wilmington, as committee-woman from the Sixth District. Mrs. Fitchett is an active worker in the auxiliary.

The Hanson Drug Store, located at Third and Wright Sts., Wilmington, has been closed and the proprietor, Mr. J. K. Hanson, is now acting as relief clerk in Wilmington drug stores.

Announcement has been made by Mr. O. C. Edwards, proprietor of Edwards Drug Co., of Raleigh, that plans are under way for an 18-hole semi-public golf course eight miles north of Raleigh on Highway No. 50. The course is being built on land owned by Mr. Edwards and members of his family and the work has progressed to the point

where grading on the first nine holes is virtually complete. The course will probably be opened for play by August 1. Mr. Edwards states that it is his intention to add a second nine holes immediately.

Mr. F. D. Culpepper has disposed of his interest in the Thomas-Culpepper Drug Co., of Henderson. He has not as yet announced his plans for the future.

The Journal extends sincerest sympathy to Messrs. C. S. and C. P. Mabry in the death of their father, which occurred on April 5, and to Mr. Chas. O'H. Horne, of Greenville, whose mother died at the age of 80 on April 1.

Mr. I. L. Zuckerman, of Durham, is now associated with Hutchins West End Drug Store in Winston-Salem.

Mr. J. M. Fleming, formerly with the Waxhaw Drug Co., of Waxhaw, is now making his home in Latta, S. C.

Five men and one woman have been sentenced to serve terms in the State penitentiary totalling 30 years on charges of robbing the Farmers Bank, Seaboard, and the Jackson Drug Store, of Jackson. The drug store was entered on December 18 and, according to one of the defendants, it was robbed to secure funds to purchase burglar tools to accomplish the bank robbery.

The Emerson Hotel, located in the heart of the business district of Baltimore, will be headquarters for the A.Ph.A. convention.

New Radio Personalities Gain Favor

The new Norwich Broadcasting Program, begun three months ago, is, we understand, having a very wholesome effect on Unguentine Sales. It is directed to housewives over 33 stations of the N.B.C. system and is now given every other Saturday morning. The programs are taking the form of little dramas acted out in clever and convincing fashion. Two new characters, Dr. Jim Snowden and Hank Small, the local druggist, both of the small town of Harpersville, who are always on the job with the necessary Unguentine whenever there is sickness or disaster, seem destined to win more than their share of public favor. Every broadcast tells the public where to get Norwich products—at the drug store.

R. A. Grimes Injured

Mr. R. A. Grimes, proprietor of the Grimes Drug Store, of Hickory, was injured in an automobile accident near Statesville on the evening of April 6. Mr. and Mrs. Grimes, accompanied by a friend, were returning to Hickory after a visit to Raleigh. Mrs. Grimes was driving the car and it is thought that blinding lights from two buses caused her to swerve off the pavement. The car was damaged considerably and all three occupants were injured slightly. Mr. Grimes was taken to the Statesville hospital where it was learned he had numerous cuts and bruises, one cut on his head necessitating the taking of nine stitches.

An Attractive Drug Store

The photograph below shows the interior of the drug store of Geo. C. Goodman and Co., Inc., of Mooresville. This is one of the oldest and most reliable drug stores in North Carolina. Mr. Goodman has been registered since 1881 and has operated the store on the same corner for 51 years during which time over 325,000 prescriptions have been accurately compounded. We regret that the proprietor does not appear in the picture.

The photograph does show the four clerks who are all proud of the store's splendid record. Reading from left to right the clerks are Messrs. M. O. Styles, Frank W. Dayvault, E. Lynn Brantley and Geo. S. Templeton.

NORTH CAROLINA BOARD OF PHARMACY

The next meeting of the North Carolina Board of Pharmacy for the examination of candidates for license to practice pharmacy, both as Pharmacists and Assistant Pharmacists, will be held at Chapel Hill, N. C., Wednesday, June 11, 1930 at 9 o'clock, A.M.

For blanks or information in regard to the examination write

F. W. HANCOCK,
Secretary-Treasurer,
Oxford, North Carolina.

Fires Beset Druggist

The following article from the Raleigh Evening Times will be of interest to friends of Mr. Jack Temple, proprietor of the Temple Drug Co., of Kinston:



THE GEO. C. GOODMAN CO., of Mooresville

"Jack Temple, druggist, sustained a total loss in a Queen St. fire a few weeks ago. He leased a building, had it completely overhauled, equipped it on a lavish scale, stocked it and announced that it would be opened on a certain date in this month (March 14). The morning of the opening there was a big fire 40 feet from Temple's new place and it appeared for a time that the new pharmacy was doomed. Firemen saved it, however. Last night, (March 30), out of gratitude, he was host to the department, city officials and others at a fish stew at the Queen St. fire house. The guests numbered about 65. The repast was prepared by firemen."

The Journal wishes to congratulate Mr. Temple on the appearance of the new pharmacy and to express the hope that no more fires will fall to his lot. We have heard from many sources that the new drug store is most attractive in its appearance and that on the opening day hundreds of people in the vicinity paid a visit to it, congratulating the proprietor on his new quarters.

Pikeville Drug Store Robbed

The Register Drug Store at Pikeville was entered by thieves before day on the morning of April 7 and robbed of the safe which contained about \$50 and also of about 10 cartons of cigarettes. Entrance to the store was gained by breaking out the glass in the front door. The small safe was rolled out and carried away in an automobile or truck. It was found later abandoned by the side of the highway, after having been broken open by some heavy instrument.

An Unique Way to Raise Chickens

Druggists have always been noted for being resourceful people, but **Mr. Carl E. Fitchett**, druggist of Dunn, possesses an ingeniousness that is unique. Unable to rent the third floor of the building in which his drug store is located, he decided to use the vacant floor to raise chickens. He now has 900 thriving Plymouth Rocks getting along "just fine" in their home three flights up. Mr. Fitchett, according to press reports, bought 1,000 baby chicks on February 3, but lost about 100 of them. On April 6 three of them weighed about six pounds and

made the Fitchett family a nice Sunday dinner. The chicks, Mr. Fitchett says, "are fed 'sunlight' in cod liver oil and vitamins in their mash."

R. A. McDuffie's Son



Journal readers will be interested in the above picture of the son and namesake of **Mr. R. A. McDuffie**, of Greensboro, well-known pharmacist in this State and one of the proprietors of the Fordham-McDuffie Drug Co. The picture was taken a few months ago when young McDuffie was only fifteen months of age.

News from the State University

Pharmacy Fraternity Holds Initiation

The Xi chapter of the Rho Chi fraternity, located at the University of North Carolina, held an initiation on March 26 at which time the following students were taken into the fraternity: Messrs. **R. G. Kale**, Catawba, **C. B. Sears**, Whiteville, **E. E. Merrill**, Southern Pines, **O. L. Umstead**, Stem; and **L. E. Reaves, Jr.**, Raeford. The Rho Chi fraternity is a national honorary pharmaceutical fraternity which corresponds to the academic Phi Beta Kappa.

U. N. C. Branch A.Ph.A.

On the evening of April 11 **Mr. R. H. Hutchinson**, secretary of the Antivenin Institute of America, presented an illustrated lecture in Pharmacy Hall before the University Branch of the American Pharmaceutical Association on "Modern Remedies for

Snakebite Poison.' The picture showed the principal poisonous snakes of the United States in action, their characteristic habits, markings, and geographical distribution, and finally the films demonstrated how the snakes are captured, how the venom is secreted through the fangs, and how the poison is collected for use in preparing a curative serum. The manufacture of the serum and its use in treating snakebite poisoning were then briefly reviewed.

Pharmacy Student First in Meet

In the first Southern Conference indoor track meet, held in Chapel Hill on March 8, **Mr. B. D. Arnold**, leading Carolina vaulters, came first and established a new North Carolina record of 12 ft., 7 in. He also approached the southern outdoor record and his mark is believed to be the best indoor mark ever made in the south. Mr. Arnold is from Fuquay Springs and is a junior in the School of Pharmacy in the course leading to the degree of B.S. in Pharmacy. Mr. Arnold also made first place in both the State College and Duke meets, tied for first place in Ga. Tech. meet and tied for second in the Ga. Tech relays in Atlanta on April 12, and the Penn. State meet in Chapel Hill on April 19.

Miscellaneous

Mr. J. W. Harrell, Jr., popular representative for E. R. Squibb and Sons, recently made a talk before the senior students in commercial pharmacy at the University.

Mr. B. R. Ward, of Fairmont, who has been with the Carolina Pharmacy in Greensboro, since last June, has returned to the University to continue his studies in pharmacy.

Mr. E. G. Boysworth, who was pursuing advanced studies in pharmacy at the University, has withdrawn from college and is again registered druggist for the Phillips Drug Co. in Norwood.

Rutherford County Druggists Meet

Contributed by **W. R. McDonald, Jr.**,
Secretary-Treasurer

The Rutherford County Druggists' Association held its regular monthly meeting at Spindale on April 2 with seven members

present. Announcement was made of the death of **Mr. Frank Bradburn**, popular representative of E. R. Squibb and Sons, and a sincere friend of the Association. The secretary was instructed to draw up suitable resolutions of respect, copies of same to be sent to his family and to the Carolina Journal of Pharmacy. A page in the minute book was also ordered to be set aside for a copy of these resolutions.

The annual banquet was discussed and it was decided to hold this event at the Isothermal Hotel in Rutherfordton some time during the second week in May.

The following officers were elected for the coming year: President, **J. S. Rudisill**, Forest City; Vice-President, **B. P. Scruggs**, Rutherfordton, and Secretary-Treasurer, **W. R. McDonald**, Spindale.

This will be the beginning of our fourth year as an organization. During this time we have grown closer together and our efforts have been rewarded with a fair degree of success. We have grown to know each other better and to pull together more harmoniously than we could possibly have done otherwise. During the four years we have missed holding regular meetings only three times.

Resolutions of Respect

Whereas, the Great Ruler has called from this life of labor to one of rest, **Frank Bradburn**, and

Whereas, he was a most useful and valuable man to his company, to his town and to his friends, the retail druggists; and was likewise a true and upright friend, who will be missed in his home, in his church, and in his profession.

Therefore, we, members of the Rutherford County Druggists' Association do hereby resolve,

That while we sincerely regret the sudden death of **Frank Bradburn**, we bow in humble submission to the will of the Great Ruler, who doeth all things well.

That a page be set aside in the minute book of this Association and inscribed to his memory.

That a copy of these resolutions be sent to the family of our departed friend, and

a copy to the Carolina Journal of Pharmacy with a request for publication.

(Signed)

RUTHERFORD COUNTY DRUGGISTS' ASSOCIATION

By J. Linwood Robinson, President,
W. R. McDonald, Jr., Secretary.

New Drug Stores for Greensboro

Permit for the erection of a building for a drug store was recently issued to Mr. Howard Gardner by the city authorities of Greensboro. The store is to be located at 509 1-2 Summit Ave. and will be occupied by the Wilson Pharmacy, operated by Mr. R. P. Wilson, who is now in the 400 block on the same street. The building will be largely of tile and brick. It will measure 70 by 25 feet and is to be constructed at a cost of \$5,000.

We also understand that the rotundical portion of the O. Henry Hotel lobby is to be converted into a drug store. A permit for the alteration has been issued and the hotel is expected to lease the property, occupancy being given in the late spring. A line of drugs, a soda fountain, etc., are planned for the new establishment.

Fox Farmer

Friends of Mr. H. E. Whitmire, particularly those who were in school with him at the State University 1921-24, will be interested in the following item from the *Alumni Review*:

"Homer E. Whitmire, '24, is making plans for the development of a silver and blue fox farm at Cherryfield about five miles from Brevard in Transylvania County. Between \$75,000 and \$100,000 will be spent in the development of the farm, which will be known as the Blue Ridge Silver Fox and Blue Fox Ranch. The project includes construction of 24 fox pens, erection of 12-ft. guard fence and construction of a refrigerating plant. Ultimately a lake is to be built in the center of the 700 acre tract for power purposes.

"The lake will also be stocked with fish and a certain part of the property will be given as a game preserve for the benefit of sportsmen. Mr. Whitmire is vice-president

of the Ozark Silver Fox Farms near St. Louis, and has had considerable experience with the raising of foxes for furs. He was made president of the new company.

Engagements

Col. and Mrs. Henry G. Cooper, of Oxford, announce the marriage of their daughter, Daisy, to Mr. John Perry Hall, of the same town, the wedding to be solemnized May 6. Mr. Hall was licensed as a druggist in 1925 and since that time has been associated in the drug business with his father, Mr. J. G. Hall, and his brother, Mr. S. C. Hall.

Births

Mr. and Mrs. P. J. Suttlemyre, of Hickory, wish to announce the arrival of a little druggist, Chas. Glenn Suttlemyre by name, who arrived on March 10. Mr. Suttlemyre, Sr. is proprietor of the Hickory Drug Co.

Mr. and Mrs. W. G. Thomas, of Varina, announce the birth of a son, Robert Earle, on March 29. The young man weighs eight pounds. Mr. Thomas, Sr. is proprietor of Thomas' Drug Store in Varina.

A MORE CAREFUL SELECTION OF LEGISLATORS

(Continued from Page 206)

Make the ballot mean something in your State! (Editorial, Southeastern Drug Journal, April).

Capper-Kelly Fair Trade Bill (H. R. 11)

It is indeed gratifying to the retail druggists of the country to have the support of such outstanding manufacturers as McKesson & Robbins and E. R. Squibb & Sons, in the fight for Resale Price Maintenance Legislation, embodied in the Capper-Kelly Fair Trade Bill (H. R. 11).

Appearing in many of the leading National Drug Journals, April issue, a full page advertisement is carried by McKesson & Robbins, as follows:

Write to your Congressman
and the two Senators from your State
that you favor the

Capper-Kelly Fair Trade Bill (H. R. 11)
Always active in promoting whatever aids

the welfare of the independent druggist, and interested in everything which interests him, McKesson & Robbins, Inc., goes on record in favor of the Capper-Kelly Fair Trade Bill (H. R. 11).

This bill legalizes resale price maintenance.

The advantages which the final passage of this bill will bring to the independents is obvious. It will eliminate many of the evils of price-cutting.

We sincerely believe the Capper-Kelly Bill to be of major importance to you. This is why we are for it whole-heartedly and unreservedly. That is why we make this public statement of our position. That is why we urge that you write your Congressman and your Senators. But don't delay. Do it now. Your future, your possibilities of increased profit, demand action . . . immediate action.

Assistant General Sales Manager, S. H. Conover, of E. R. Squibb & Sons, on March

10, issued the following letter to all its representatives:

In Washington, the Committee on Interstate and Foreign Commerce, to whom was referred the Capper-Kelly Fair Trade Bill, in reporting back have recommended that the bill should be passed. In their report it was stated that "the Committee believe that the legislation proposed in the bill will be to the public interest and recommend its passage.

Those interested in passing the Capper-Kelly Fair Trade bill feel satisfied that if the bill is presented to Congress it will be passed. Sponsors of the bill, however, are anxious to have as much influence in favor of the bill as is possible brought to bear on the members of Congress.

You can aid in this work by writing your Congressman stating that you favor the bill and requesting them to exert their influence, first, to permit the bill to be presented to the House and, second to have them vote in favor of the bill.

AMYTAL LILLY

Amytal embodies many of the qualities of the ideal hypnotic. Its use is characterized by Rapidity of Action; Depth and Duration of Sleep; Prompt and Complete Recovery; Absence of Depression.

Recommend Amytal to your physicians. A trial will prove its value.

Our stocks of Amytal and other Lilly Products are complete. Order from us in quantities to meet your requirements.

The Peabody Drug Company
Durham, North Carolina



7% EXTRA

DO YOU GET ALL THE PROFIT YOU MIGHT MAKE ON CAPUDINE

Buy a \$20.00 lot from your wholesaler, send his invoice to the Capudine Chemical Company at Raleigh, and you will receive bonus check for 7% of Capudine purchased—if \$20.00 or more—and the jobber's invoice will be returned to you with the check.

This in addition to all cash and trade discounts given you by your wholesaler.



CAPUDINE CHEMICAL CO.
RALEIGH, N. C.



Powers-Taylor Drug Company

IMPORTERS AND JOBBERS OF

Drugs and Druggists' Sundries

9, 11, 13, 15 and 17 South
Thirteenth Street

RICHMOND, VA.

Combined Floor Space of Both Buildings About 30,000 Square Feet

We Solicit Your Orders. They Shall Have Prompt
Attention, and Lowest Market Prices
Quotations Furnished on Request for Anything in
Our Line

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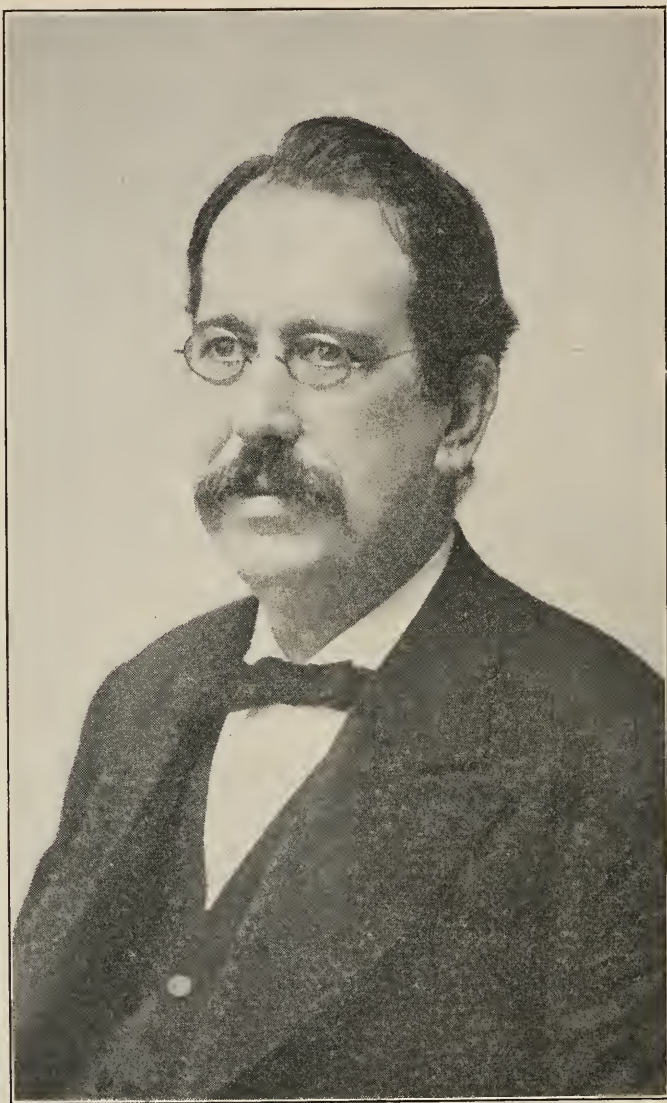
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The 1930 meeting of the North Carolina Pharmaceutical Association
will be held at Raleigh, August 11-13.

The summer examinations of the North Carolina Board of Pharmacy
will be held in Chapel Hill, June 11.



JAMES CASSEDDY MUNDS, of Wilmington

This month we are paying tribute to the first life member of the North Carolina Pharmaceutical Association, James Cassedy Munds, of Wilmington. He was a member of that first group of druggists who assembled in Raleigh on August 11, 1880 to form the Association and became one of the charter members of the organization. In 1883 he changed his affiliation to one for life. He was also secretary of the Association 1882-1887. Mr. Munds was a native of Wilmington, having been born on April 21, 1851, a son of Mr. and Mrs. J. T. Munds. For over forty years he was engaged in the retail drug business in the Cape Fear City. He died November 23, 1921 after an illness of nine years duration. About fourteen years before his death he gave up the profession of pharmacy to devote his entire time to Masonic work. He was one of the most prominent Masons in the State, being a charter member of the Orient Lodge, No. 395, a 32d degree Mason, Knight Commander of the Court of Honor, and "Father of Scottish Rite Masonry in Wilmington."

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

An Apology

This month's editorial matter is written when the unusual duties incident to the various national drug conventions meeting in May add a heavy load to the editor's usual work. In consequence this Section is written hurriedly with the hope that it will be judged charitably.

Next Association Meeting

On August 11-13 the N. C. P. A. holds in Raleigh its 51st annual convention. The event will celebrate the completion of exactly fifty years of activity on the part of the Association. Held, as it will be, on the anniversary of the founding and in the organization city, the meeting will have a sentimental interest to those who value the unselfish service carried on during the early years of the Association when so much was done under heavy handicaps. But while due stress will be laid on early happenings and gratitude will be felt that the organization was launched securely, the convention will be devoted primarily to current affairs that are of pressing importance. Two general subjects will consume the major time of the delegates. The one concerns legislation, national and state, and the other has to do with merchandising methods best calculated to meet modern competition.

Legislation

A legislative program must be formulated that should have the best brains in North Carolina pharmacy concentrated on its preparation. Taxation is a vital issue at this time and it will come to a head at the next meeting of the General Assembly. Retail pharmacy is seriously affected by almost all revenue measures proposed in the Legislature. It is important, therefore, that retailers get together in advance of the General Assembly and decide how they shall seek to protect their financial interests.

Commercial Discussions

Just as important as legislation, and in many ways more important, is the problem of competing successfully with chain and cut-rate establishments that handle drug-store merchandise. Too much information cannot, of course, be learned about this subject and too little is learned unless some means is adopted by which those most affected can exchange ideas and plans promising to be of value. Accordingly the Association this year is sponsoring what is called a "Commercial Clinic" that will be conducted on the second day of the convention. About twenty retail pharmacists from all over the State, each especially successful in some one phase of merchandising, will be asked to talk, (not read a paper) for ten minutes and explain how he operates his particular specialty. A short time will be allowed after each talk for questions and answers. If this plan can be engineered successfully it will be one of the most profitable programs that could be held. Its success depends, however, upon the interest and co-operation shown by those who are in a position to talk knowingly of different departments of drug retailing. If the plan works as well as its promoters hope for, the coming meeting of the Association will be proclaimed as the most helpful convention the organization has staged during its half century of existence. The JOURNAL therefore, pleads for the necessary co-operation.

Commissions for Pharmacists

The recent passage of the Parker Bill marks the first official recognition by the government of the professional status of pharmacists. Under its provisions physicians, dentists and pharmacists are put on the same basis and all are entitled to commissions in the U. S. Public Health Service. To be eligible for examination to enter the service

pharmacists must have had a certain sort of civil experience and be graduates of a school holding membership in the American Association of Colleges of Pharmacy. (The school at Chapel Hill is a member.) Full particulars concerning the Parker Bill and the requirements of eligibility, etc., will be found in current issues of the national drug journals.

The first skirmish for recognition is won. The main battle will be fought when the Pharmacy Corps Bill comes up in Congress and meets the determined opposition of the Surgeon General. Sooner or later pharmacists are going to be given a dignified rank in the military machine and be paid salaries commensurate with what they could receive in civil life. The time would be near at hand if only druggists would work for the passage of the Pharmacy Corps Bill now as they would work if they feared they were going to be conscripted shortly.

Dues Payable June First

We want to call attention to the fact that Association dues are payable in advance and that the new fiscal year begins June 1st. This means that on the first of this month bills should have been and were mailed to every member that cover dues to June 1, 1931 plus any back payments now owing.

It is unfortunately true that there is a greater relative indebtedness this year than at any time in fifteen years. That is to say more members owe more dues now than has been the case since the present treasurer assumed office. The main danger about such a situation lies in the wholesale resignation of members when dues accumulate for two or three years and reach a large figure. Many a druggist who would be willing to pay membership fees for one year insists upon dropping out when he is asked to pay not only for the current year but arrearage for two years. Strangely enough many such members resent being expected to pay back dues. They have never resigned, never given a hint that they desired to resign, continue to display their membership certificates and yet feel abused when asked to pay back dues. Such folks look upon a debt for dues as being in a separate class from any other

form of obligation. Of course, as between a grocery bill and a bill for dues, the former should be paid first since it covers goods delivered that *have* to be paid for by somebody, but the bill for dues represents a pro rata assessment that was levied to pay for definite services that also must be paid for by somebody. Just as the consumer of the groceries is the only person who should pay for what he ate, so should a person who enters into a membership compact with other people and contracts for work that has to be paid for feel obligated to pay his agreed-upon quota of the costs. The fact that an extension of time was granted in which the payment could be made should certainly not be construed as lessening the obligation.

Perhaps only two or three members of the Association will realize how accurate the above statements are and how exactly they fit the case. But we are departing from the purpose we first had which was to tell nearly nine hundred people that 1930-31 dues are payable June 1.

Increased Business and Greater Profits

An address delivered by Mr. Chas. J. Clayton, of Denver, Colorado, has been given much publicity in drug journals because of its common sense positions and the timeliness of the subject matter. We wish that space permitted us to re-print in full the address, but this being impossible, we are abstracting one section and publishing it with the thought that the third paragraph in particular is worth serious attention.

"—Another possibility for increased business and greater profits, I believe, lies in making our stores more distinctive than they now are. With the old fashioned show globes gone from the windows and relegation of the glass labeled shelf bottles to the rear or to the basement or their complete disuse, there is little left to mark the distinction between many present day drug stores and the candy shops or cigar stores. We accuse our competitors of trying to make their places look like drug stores, and no doubt they have done so, but have we not been guilty too of deliberately surrendering the distinctive features which formerly marked

our places of business as something different and superior, and would it not be worth while to restore them to their honored places?

"Somewhat akin to this is the matter of the packaged drugs we sell—such things as Epsom and Rochelle salt, sulphur, cream of tartar, glycerin, castor oil, etc. Time was, when even though the grocer and the department store handled some of these things, the public felt that what they got in the drug store was of superior quality. But with no thought of reflection upon the quality of the numerous package lines now so universally handled, the products of any given manufacturer are the same, whether found in the drug store, the barber shop or the garage, and the public knows they are the same.

"Now, why not advertise *yourself* instead of some manufacturer, by putting up your own package goods? Some will say that they can buy them for less than it costs to put them up. This is not true, unless the time required is figured in at a very liberal value. And since, with rare exceptions, a very large part of the time of both employer and clerks is spent in occupations no more profitable than talking about the baseball scores or the fluctuations of the stock market, why not devote a portion of it to the useful and profitable occupation suggested? By so doing, you can not only increase your profits on these articles, but also advertise to your patrons that you are something more than a merehant."

Christensen Coming

Just as the JOURNAL starts to press word is received that Mr. H. C. Christensen, of Chicago, newly installed president of the Amer. Phar. Assoc. and for many years Secretary of the Nat'l. Assoc. of Boards of Pharmacy, will address the August meeting of the State Association in Raleigh. Mr. Christensen is well and favorably known to druggists all over the country; he has had a wide experience in pharmacy; and is above all a clear-thinking practical speaker whose message will be helpful to every delegate who hears him. The Association is to be congratulated upon persuading Mr. Chris-

tensen to attend the Semi-Centennial Anniversary meeting.

Mr. Miller Expresses His Views

Goldsboro, N. C.,
May 22, 1930.

THE CAROLINA JOURNAL OF PHARMACY,
Chapel Hill, N. C.

DEAR EDITORS:

I cannot longer stand the urge to send you a few lines for publication, although I have very little time now for anything outside of the various and exacting duties incumbent upon me.

I really feel very grateful to my friends who have stated that my previous letters have been appreciated and that they have missed my contributions. If my letters have been read with interest as well as with benefit, I am fully compensated for the time and trouble entailed in sending them in.

The Ten-Cent Table

Much has been written pro and con about the Drug Store Ten Cent Table. After actual experience in setting up one of "these things" in my own store I am confident it is the right thing to do.

If the manufacturer is going to make these goods—and various publications relating to the drug trade show that such goods are being made in tremendous quantities—it proves that there is a tremendous demand for them. Somebody is certainly buying them, and no doubt in the group there are a great many people who have been previously buying the larger sizes at the drug store. If this is true, and it certainly is, why in the name of Heaven should the retail druggist remain quiescent in the matter, and let the "world pass by" on into the five-and-ten to his loss?

If you have noticed the windows of the five-and-ten-cent stores lately, you have observed that the line is gradually being enlarged. With surprise you must have noted that the manufacturers of nationally advertised goods are falling in line with the ten-cent idea and are selling to these stores.

If you will take notice of the class of folks buying these items you will be surprised to note that some of the best folks in your town are the customers.

Fellow druggists, are you going to sit still and see your business slip through your fingers to these stores in ever increasing amounts? Are you going to rear back on your professional dignity and say, "I am above handling ten-centers?" Rig up a ten-

cent counter or table and place it right in the front of your store. Keep it filled with all of the ten-centers you can get together which you think will appeal to the trade (and that means everybody), and you will be surprised to see your customers walk off with the items, as it were. Place a neat, well lettered sign on the end of the table where it can be read by every one coming in. Watch the ten-cent store windows for new goods and follow suit. Your cash registers will ring with sales that you would never have gotten otherwise. Folks just naturally pick these goods up and hand them to the clerk to wrap. Your soda customers will look this table over while sipping their drinks and when they are ready to leave they will select something they have seen on the table.

I am sold on the ten cent table. It is true the profits are not large, but you are keeping the folks out of the five-and-ten, and bringing them back to your store where you will have the opportunity to show them your new goods, and thereby increase your trade.

The object of all advertising is to get folks into YOUR STORE, and you should adopt anything that will do it, if it is legitimate. On the other hand (while I am at it), I will say that I am eternally opposed to advertising and to catering to "CURB SERVICE." The more folks you can get into your store the more goods you will sell, and the more folks you keep out by catering to Curb Service "the less goods you will sell," although you may "squirt more soda." There is something more to the drug business than soda water, and don't you lose sight of it.

Very sincerely,

(Signed) CHAS. B. MILLER.

Retail Pharmacy Separating Into Two Classes

"There is growing up a gradual separation of commercial and professional pharmacy, especially in the large cities," says Dean C. B. Jordan, of the College of Pharmacy, of Purdue University, in a report to the American Pharmaceutical Association, made public by the Drug Trade Bureau of Public Information.

"This movement is not revolutionary, but evolutionary," according to Dean Jordan, "and will take a great number of years for completion if separation is ever accomplished. It's speed is accelerated by the advent of the chain store and the development of commercialism in all lines of retailing."

The report describes in detail a study of 117 prescription stores, 64 of which were established in the last nine years and 44 in the last five years. Eliminating sixteen reports for which no accurate data was obtained, it was found that these stores are compounding an average of 45 prescriptions daily. The study further reveals that a professional pharmacy must be located near the offices of a large number of physicians. The largest number of prescriptions compounded in any one store covered in the report was 100,000. This store was opened in 1925. A store opened in 1896 compounded 84,000 prescriptions per year, and one opened in 1920 reported 81,433. In contrast to these figures a store opened in 1928 reported 2,000 prescriptions per year, one opened in 1918 reported 3,000, and one opened in 1926 reported 3,000 per year. "Evidently," says the report, "it takes time to become established as a prescription pharmacist."

"From this study," Dean Jordan states, "we are justified in saying that professional pharmacy is on the increase; that its development is only in its infancy and that we may expect a division of pharmacy in our larger cities into professional and commercial groups. It is my opinion that there will be little or no competition between these two divisions of pharmacy.

"The study also emphasizes the importance of locating professional stores where the prescribing physicians are, and cultivating their acquaintance so that there will be close co-operation with them. It requires time, tact and patience to develop a professional business, but the reward justifies it.

"If this movement continues, and there is no reason to believe it will not," says Dean Jordan, "I think there will be an opportunity to perfect a strong organization of professional pharmacists. Such an

organization ought to be able to secure co-operation from the American Medical Association and thus build up an esprit de corps that will be mutually beneficial."

We

West Baltimore Druggist Contribution

You talk about your martyrs and your heroes, great and small, but to me the patient druggist is the greatest of them all, for he serves the public gladly, they are ever in his debt, and I'd like to ask his pardon for the thanks he doesn't get. "Can you change a dollar, mister?" "Will you watch my parcels, please? I'm just going to the grocery for our supper—we want cheese." "Please, I'd like to get a loan." "Will you hand me out a match, sir?" "May I use your telephone?" "Please, sir, have you got some samples?" "Do you know Philander Phleet? He just moved here from Lansing—strange you don't know the street." "Can I borrow your umbrella?" "From this rain the streets are damp." "Put this fillum in my kodak." "Hey, give me a 2-cent stamp." "Will you write a letter for me?" "Can I have your city guide?" "Will you just call up this number?" "Can I leave my wheel inside?" "Do you know where Holborn street is?" "Will you please tell me the time?" "Say, do they make one trip hourly on this dear old Myrtle line?"

So it goes from morn till evening, and he's cheerful through it all—smiles at them as though he likes it and is glad to have them call. So I say he is a hero, though not scarred in battle's fray. Pin a medal on the druggist, for he earns one each day.

YOU CAN'T BANK TIME

It Is the Use You Make of It That Counts

By James A. Worsham

Now will soon be yesterday—
This hour is being recorded for the first, last,
and only time—
And the present moment will never pass by
again.
We waste our time looking forward to the
future—

We anticipate coming years will bring more
of happiness and joy—

We think that what life holds then will be
better far than now—but—

The eternal now is the only thing we have
within our grasp—

The present is the storehouse within our
reach—

And the passing moment is the only part
of time we can ever use.

The same length of a moment is allotted to
each one—

Sixty minutes make up each hour for every
living soul—

And none can claim any partiality in the
doling out of time.

No combination can segregate it unto it-
self—

No syndicate group can buy it up at any
price.

We cannot pile it away as we do our stocks
and bonds and money—

Nor lay it up in safety vaults for future
use—

Nor store it aside to come and serve our-
selves as we would wish.

It is the use we make of it that counts—

It is how much we strive to do that places
value on it for us—

It is the nature of our activities that swings
the balances up or down the scale.

Just because you cannot see this immaterial
thing we call TIME is not a reason why
anyone should doubt.

Watch his markings as you go along his
way—

The trails he is blazing across every human
countenance—

The imprint of his coming and going over
all the face of the earth.

Those who use the present the best can ex-
pect the most from the future—

Those who idle not away their time can look
backward without regret—

Those who place a value on the hours have
their faces set towards success.

Guard well this thing called time committed
to your care—

For out of it you have builded all you are
now—

All that you or anyone has ever been—and—
Everything that you can ever hope to be.

—Forbes' Magazine.

LEGAL SECTION

FREDERICK O. BOWMAN, J.L.B., *Editor*

Chapel Hill, N. C.

Governor Gardner's Record Flatly Against Sales Tax Plan

Readers of the JOURNAL who attended the convention of the Pharmaceutical Association at Greensboro in June 1928, after reading the following news story from Shelby, January 3, just prior to the convening of the 1929 Legislature, and carried on the front page of the *News and Observer* the following morning, will recall the vigorous hostility expressed against a sales tax plan by Governor Gardner in his speech to the druggists at that time. Among other things, he stated that such a tax plan would violate the essential principle of taxation, declaring that it would compel the day laborer to pay at the same rate as the millionaire. He spoke of the high cost of collection of such a tax and enumerated other objectionable features of the proposed plan. The article is published at this time to enable those of our members who were unable to attend the Greensboro Convention to have before them the views of our Governor upon the question of a sales tax program for North Carolina, perhaps, the most discussed source for additional revenue, today, due to the insistent demands being made from one end of the State to the other for a reduction in taxes on land. It reads:

Shelby, Jan. 3—Governor-elect O. Max Gardner has not taken any definite position on the eight months school term and will not likely do so until he makes his inaugural address a week from today, but unless he has completely reversed his views in the last six months he will be an avowed enemy of the sales tax plan of maintaining a long school term school system for the entire state. Addressing the North Carolina druggists at Greensboro last June the next Governor expressed his "vigorous disapproval of adopting a sales tax plan in North Carolina." In the course of his remarks he declared "the

sales tax can never be justified except when we have reasonably exhausted all other sources. It is a tax on poverty.'

Voices Disapproval

Excerpts from the address touching upon the sales tax plan, which is now widely discussed and in many instances opposed in the State, follows:

"The progress of any State is essentially dependent upon the prevailing policy of public taxation, in recent years there has been suggested a new source of revenue, the sales tax. To the exclusion of the general theme of taxation including solvent credits or intangible personal property, I propose to give expressions to my vigorous disapproval of its adoption in North Carolina as a State policy. I believe you will be interested in this subject for the reason that under the provisions of a sales tax your drug stores would promptly become one of the main reservoirs for collection of this revenue. A sales tax would not greatly increase your tax burden. The pennies collected by you would be paid by the consumer and be paid by him without regard to his ability to pay. I can see one additional expense you would have to incur by the sales tax, you would doubtless have to employ another clerk, whose main duties would be to lick stamps, collect pennies, and entertain an army of State agents and supervisors as they inventoried your integrity and consumed your Coca-Cola.

Abandoned by General Government

"The sales tax can never be justified except when we have reasonably exhausted all other sources of ability to pay and it is gratifying to see the abandonment by the national government of the excise or nuisance tax as a source of public revenue. The general or special sales tax is a perversion of the accepted basis of equity in taxation.

It is a tax on consumption, on industry, on expenditures, and on poverty, a tax on the most careful, the most prudent and energetic of our people. My conception of the heart of taxation is that each citizen should contribute to the support of his government in proportion to his ability to pay. A sales tax is a thrust in the side of this sound principle, it ignores two fundamentals of justice and equity in taxation, namely net earnings and ability to pay. It compels the day laborer in the sphere of his simple life to pay at the same rate as the millionaire.

Opposite of Income Tax

"The sales tax is the very opposite of the income tax, which is the fairest and most just of all taxes. Income tax is fundamentally correct because it is the most difficult of all taxes to pass on to some one else. The sales tax is an attempt to make the yoke of government easy and the burden light upon those who can bear it with ease and to place it upon those to whom the yoke is heavy and the burden hard.

"I can conceive of nothing more damaging to our State's high standing and to its prestige before the nation than the adoption of a special or general sales tax. I am convinced that if we ever inaugurate such on specific articles it will only be a matter of time and expediency until we follow with a more extensive sales tax as a natural and gradual encroachment is made with each session of the General Assembly starting on its biennial and perennial hunt for new sources of revenue.

"Independent of the economic injustices of a sales tax, the cost of its collection, the espionage by tax gatherers, its constant irritation, and the general annoyance of its administration, all combine to make this tax highly objectionable and repugnant to the harmonious development of a growing commonwealth."

Editor Daniels Tells "How to Relieve Tax-Payers"

From the editorial page of the *News and Observer*, issue of April 22, we publish the following from "Extracts from the address of Josephus Daniels at the Tax Relief Association in Raleigh, April 21."

"These two steps—a State-wide school and a State-wide road—will call for new sources of revenue in addition to levying tax on stock in foreign corporations. Where will the money come from? There are several sources. The following among others:

1. The same sort of tax on soft drinks, tobacco in all forms, moving picture shows, theaters and like luxuries as is levied on gasoline. If anybody objects that this would be to adopt the sales tax policy, he would deserve to be given debate when he advocates the repeal of the tax on gasoline. The worst sort of tax is a general sales tax, for that would be to impose a tax on food and clothing and other necessities of life. The gasoline and like taxes are called "nuisance taxes" by opponents on the idea that the best way to hurt is "to give a dog a bad name." Nobody likes them. But if land is to be relieved, luxuries must be taxed. Which is entitled to most consideration—the owners of homes, factories and farmers who are groaning under heavy burdens of taxation, or those who are able to enjoy things that are unnecessary?

2. The Tax Commission pointed out to the last General Assembly that water power and electric companies and certain other public service corporations were undertaxed. Small increases were made. The Tax Commission should renew its recommendation with statements showing the big earnings of such corporations. All taxation should be levied with reference to earnings on the money actually invested.

3. There are other sources, particularly where there are now avenues of escape which need to be closed up. The Tax Commission should be full and specific in its studies and recommendations. . . .

The people of North Carolina are not going to take any backward step in the education of their children. They have no notion of a return to mud roads. They intend to go forward. They are resolved to secure economy in government. That secured, and taxation levied on those not now bearing their fair share, will call for no recession. With the new sources of taxation pointed out and economical administration, there can come large reduction of taxes on homes, factories, stores, farms. It is idle to talk

of exempting real property from taxation. Its owners are not asking anything but equality, and they will be satisfied with nothing less. Equality and uniformity are the goals of your Association. They can be reached. They will be reached.

Demand for Tax Succor from State Living Beyond Income

The prevailing temper of the people of the State will certainly be pleased with the announcement of the Budget Bureau that State expenditures against appropriations must be cut during the next fiscal year by \$2,500,000 in round numbers. This cut is to follow a lowering of expenses by scaling appropriations by approximately \$1,000,000 for the current year ending in July.

An examination of the statement, however, will not hold out much hope for the campaign for lower taxes on land—that is to say, reduced tax rates in counties, cities and towns. None of the State's revenue is derived from these sources, and to reduce such tax burdens it is proposed that the State come to the rescue. It is argued, for instance, that the State should assume the entire cost of the public schools up to the six months term; and that it also should relieve the counties of the taxes they have themselves levied upon the country roads systems. The difficulty is that it appears from the Budget Commission that the State itself already has over-estimated its income and appropriated beyond it. To balance the budget, it will be necessary for the State to revise the sums it already has tentatively authorized to be expended by departments and institutions. Where, then, will the State look to find the additional millions of revenue to satisfy the demands for reducing county taxes out of the State Treasury? In part the Budget Memorandum, signed by Governor Gardner, thus sets forth the Case:

After a careful review with the Commissioner of Revenue of the possibilities of collections of revenue for the second fiscal year, 1930-31, a conclusion has been reached that it will not be possible to collect more than \$16,155,000, and as against the original estimates of \$17,697,825. Under present conditions the estimates amounting to the \$16,-

155,000 are quite liberal, and it is more than likely that less than this amount will be collected, and possibly as much as \$600,000 less. The estimate on the Income Tax as revised is \$7,200,000 and it is quite possible that as little as \$6,600,000 will be collected. It is fairly certain that the estimates on the other schedules, Inheritance, Licenses and Franchises, will be collected within the revised amounts.

It will be noted that for the second fiscal year, 1930-31, and in order to balance the Budget, or rather to balance out to a nominal debit balance or deficit of \$74,205, it will be necessary to reduce the estimated expenditures as against appropriations of \$19,853,767 to \$17,367,050—saving on the appropriations, \$2,486,717.

Note that for the next year appropriations in round figures total \$20,000,000 and that the proposed expenditures, even after the cuts go into effect, will be over \$17,000,000. Then remember that in the first year of Governor McLean's administration, when the budget system was adopted, appropriations totaled only \$13,000,000. Even then it was thought necessary to reduce expenditures below \$12,000,000, to square with income and give a balanced budget. In other words, since Governor McLean's first year appropriations for State purposes have risen from \$13,000,000 to \$20,000,000 and minimum expenditures from \$12,000,000 to \$17,000,000.

The jolly task of the tax reformers therefore will be to show the next General Assembly how it can throw eight or ten million dollars of State revenue to relief of the counties, when the State itself already has appropriated several more million dollars than it has any chance of collecting.

This problem resolves itself to three proposals:

One is further to tax corporations and business, already drawing in horns on account of the taxation overhead.

Another is to strip the individual of more hide by increasing already heavy income taxes and death duties and subjecting him to sales taxes of the nuisance variety.

Another is to stage a hold-up on the owners of some 500,000 automobiles by sticking

(Continued on Page 234)

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Piedmont Topics

John K. Civil, *Reporter*

The Rimmer Drug Co., of Charlotte, has recently remodeled its store, increasing the size of the floor space and installing new fixtures.

Mr. H. R. Lewis, for the past several years with the Biltmore Drug Store, of Biltmore, has accepted a position with the Liggett Drug Store in Asheville. Mr. T. E. Whitehear, of Augusta, Ga., has succeeded Mr. Lewis with the Biltmore store.

Mr. R. G. Scruggs, of Asheville, opened his seventh drug store the middle of May. The new pharmacy is located in Biltmore in the building occupied for several years by Aiken's Pharmacy. This latter firm recently moved into a new building of its own.

Mr. J. P. Hunter, of Charlotte, for many years with the Tryon Drug Co., has accepted a position with Eckerd's in Raleigh. Mr. J. B. Joplin, of Columbia, S. C., has succeeded Mr. Hunter at the Charlotte store.

The salesmen for the Norwich Pharmacal Co. in the southern states held their summer advertising meeting in the Hotel Charlotte at Charlotte on May 1st and 2d. Mr. Turner F. Currens, of New York City, was present and in charge of the meeting.

The Griffin Pharmacy, of Huntersville, was recently broken into by robbers and some \$50 worth of merchandise stolen.

The Horton-Jones Drug Co., of Monroe, went into the hands of receivers on April 30. Mr. H. L. Dixon, proprietor of the Independence Drug Store, of Charlotte, has bought the store and expects to re-open the pharmacy at an early date.

The Community Drug Store, of Waxhaw, went into the hands of a receiver on April 15.

Of interest to JOURNAL readers is the announcement of the marriage of Mr. Ernest

Porter, one of the proprietors of the Porter Drug Co., of Concord, to Miss Eva Bortz, of Charlotte and Richmond, Va., which took place in Charlotte on Easter Sunday.

The Meyer's Park Pharmacy, of Charlotte, is being extensively remodeled and a new 18-ft. soda fountain will be installed.

Mr. Lambert Kuhn, for many years with Robt. M. Green and Sons, has accepted a position with the Bishop-Babcock Co., with headquarters in Pittsburgh, Pa. Mr. Kuhn has been secretary-treasurer of the T.M.A. for a long time.

General News Items

Mr. W. G. Nelson, of New Bern, who graduated from the State University School of Pharmacy in 1917, is now Personnel Director of the Peoples Drug Stores, Inc., with headquarters in Washington, D. C.

At the recent Baltimore meeting Mr. J. G. Beard, of Chapel Hill, was elected to the Executive Committee of the American Association of Colleges of Pharmacy, was made president of the Conference of Pharmaceutical Association Secretaries, and was nominated as first vice-president of the American Pharmaceutical Association, the election to be by mail ballot. Mr. Beard presided over the annual convention of the Association of Colleges, and was one of the speakers at the dedication banquet tendered the delegates by the School of Pharmacy of the University of Maryland.

Mr. J. O. Cline, of Granite Falls is prescriptionist for McNairy's Drug Store in Lenoir.

A paper was presented before the Historical Section of the A.Ph.A. in Baltimore by Miss Alice Noble entitled, "An Historical Sketch of the North Carolina Pharmaceutical Association."

Mr. J. H. Hall, formerly with the Statesville Drug Co., of Statesville, has accepted a

position with Crawford's Drug Store, of Lenoir.

Mr. B. F. King has sold his drug store in Laurinburg, operated under the name of the Laurinburg Drug Store, to **Messrs. T. C. Hunley**, of Charleston, S. C., and **J. R. Cox**, of Bowling Green, S. C. The store will hereafter be under the management of **Mr. C. N. Alexander**, of Clover, S. C., and he will have associated with him as prescriptionist, **Mr. A. R. Summerlin**, formerly with Everington's Drug Store in Laurinburg. **Mr. King** has not announced his plans for the future, but for the present he will make his home in Belton, S. C.

We understand that **Mr. J. H. Johnson** has sold his interest in the Wilkes Drug Co. in North Wilkesboro to **Mr. A. S. Cassel**. **Mr. Cassel** has been manager of the pharmacy since its organization two years ago. He will have associated with him in the business **Mr. Leonard Vyne**.

The Ace Drug Co., of Wilson, has been granted a charter, the incorporators being **Messrs. M. S. Morrison, Casper Smith, W. L. Barnhill**, and others.

Mr. C. W. Bynum, who has been manager of the Whelan Drug Co. in Greensboro, for the past several months now holds a similar position for the same firm in their Norfolk, Va., store, located at 219 Granby St.

Mr. Jas. G. Vick, representative for Parke, Davis and Co., who was recently transferred to North Carolina territory, has moved his family to Fayetteville and will make his home in the Cumberland capital in the future.

Mr. B. G. Warren, of Spray, is now connected with the Harville Drug Co. in Thomasville.

The JOURNAL acknowledges with appreciation the invitation extended by the authorities of the Medical College of Virginia to be present at the first annual Stuart McGuire Lecture, which was established in recognition of the services of Dr. McGuire "to the College, to Medical Education, and to Surgery." The lecture was delivered on May 12 by Dr. Wm. J. Mayo.

August 11-13 are the convention dates. Put them down on your calendar today!

Mr. and Mrs. J. P. Stowe, of Charlotte,

attended the Commencement exercises of Agnes Scott College in Decatur, Ga., the latter part of May. One of their daughters was a member of the graduating class.

Dr. V. F. Platt, of Conway, S. C., chairman of the program committee of the S. C. Pharmaceutical Association, has announced the following speakers for the annual convention to be held at Myrtle Beach on July 9-10; U. S. Senator **Cole Blease**, Congressman **A. H. Gasque**, and **Mr. Carl Weeks**, president of the Armand Co.

Mr. R. S. Knight, of Columbia, is now with the Ghent-Hall Pharmacy in Norfolk, Va.

We understand that **Mr. M. D. West**, of Moyock, who has been connected with Virginia drug stores since this graduation from the State University in 1924, is now associated with the Whelan Drug Co. in Greensboro.

A news item from Atlanta, Ga., under date of May 7 will be of interest to Journal subscribers. It reads as follows: "The Coca-Cola Co. announces today that its stockholders have been called to meet May 16 to consider a recommendation of its board of directors that the company dissolve its domestication under the laws of Georgia. The Coca-Cola Co. is chartered under the laws of Delaware but is domesticated in Georgia and has always maintained its general headquarters here. Call for the meeting was occasioned by the recent action of the Georgia supreme court in upholding a state income tax law under which a state tax equal to one-third of the federal income tax is levied."

Alpha Zeta Omega, a national pharmaceutical fraternity, will hold its tenth annual convention in Cleveland, Ohio, on June 30, July 1st and 2d. Convention headquarters will be at the Hotel Winton.

Announcement has been made of the opening of Langdon's Pharmacy, located at Hillsboro St. and Ashe Ave., Raleigh, on the evening of May 9. An orchestra furnished music on the opening night and souvenirs were presented to all visitors to the store. The pharmacy is an up-to-the-minute suburban store and presents a most pleasing appearance with its attractive fixtures and furnishings, which include a soda fountain made

by Robt. M. Green and Sons, of Philadelphia. The proprietor, **Mr. R. E. Langon**, is to be congratulated on his up-to-date pharmacy and the JOURNAL takes this opportunity to wish him every success in his new business venture.

Traveling Men to Furnish Interesting Program

The Traveling Men's Auxiliary, through **Mr. John K. Civil**, expects to present at the August meeting of the N. C. P. A. in Raleigh a series of short papers and discussions by traveling drug salesmen covering subjects that are of mutual interest to druggists and representatives of manufacturing houses. The JOURNAL bespeaks for this endeavor the helpful interest of such traveling men as have constructive ideas that should be presented to a gathering of retail druggists. The JOURNAL asks that these men write to **Mr. Civil**, Box 52, Elizabeth Station, Charlotte, as soon as possible and promise to appear on the program that has been set aside for the T.M.A., and outline in a general way the subject matter they will cover.

The above effort is another indication on the part of the traveling men in this State of their interest in the affairs of the Pharmaceutical Association. The work that the members of the Auxiliary have carried through has not only added to the attendance and value of the annual conventions, but it has served to bring about a better understanding between drug salesmen and their patrons. We fondly hope that the time will never come when the T. M. A. lessens its sympathetic efforts to promote the welfare of the Association.

Changes in Gate City Stores

Mr. C. M. Fordham has announced that he has disposed of his interest in the Fordham-McDuffie Drug Co. in Greensboro, and will in the future devote his entire time to the Greensboro Drug Co., owned by him and his partner, **Mr. Dewey Farrell**.

At the same time comes the announcement that **Mr. Fordham's** interest in the Fordham-McDuffie Co. has been bought by **Messrs. J. N. Eubanks** and **Roger McDuffie**. **Mr. McDuffie** has long been connected with

this store. **Mr. Eubanks** has been with the O. Henry Drug Store, No. 1 in the Gate City for the past several years, but on April 19 became actively identified with the Fordham-McDuffie Co. The owners and officers of the concern are: **J. N. Eubanks**, president; **Mrs. J. N. Eubanks**, vice-president; and **Roger McDuffie**, secretary-treasurer.

Fire Damages Drug Store

The Harville Drug Co., located on the corner of Salem and East Main Sts., Thomasville, was destroyed by fire early on the morning of April 18. The fire was located in the prescription department in the rear of the store by a local policeman, who turned in the alarm. The heat in the wide front of the store was so intense that the cases, which were all new, were badly damaged, as were the goods in the cases. The fountain was also destroyed. **Mr. R. C. Harville**, the proprietor, estimated the damage at from \$10,000 to \$12,000 to his stock.

O. Henry Drug Store No. 5 Opens

Mr. H. Floyd Coble, owner of the O. Henry Drug Stores in Greensboro, four in number, has secured a lease for ten years on a fifth, which has recently been completed in what was formerly the blue room of the O. Henry hotel. The new drug store was opened for business on May 10 and the formal opening will be held later. **Mr. Fred D. Williams**, sales promotion manager of the O. Henry Drug Stores, will assume management of the new establishment in addition to his other duties. The prescription department is in charge of **Mr. C. L. Crawford**. The store will be known as O. Henry No. 5, the name O. Henry having been given the first store **Mr. Coble** opened at 121 E. Elm St. in 1923 by permission of O. Henry's widow. It will be recalled that the author worked for five years in the original pharmacy at that site. The new store will be furnished with modernistic fixtures, especially designed to conform with the rotunda shape of the room. Paneled glass show windows and display cases will also be installed.

Rutherford Druggists Hold Banquet

The Rutherford County Druggists' Association held its third annual banquet at

the Iso Thermal Hotel in Rutherfordton on the evening of May 14. The affair was in Civic Club style. A very interesting program of music, stunts and talks was carried through and the event was a success in every particular. In addition to the members of the Association several out-of-the-county druggists were present making a total of forty-two guests. The Rutherford druggists have a live association and the annual banquet is always an event which is looked forward to by the members. The occasion this year was a particularly enjoyable one and the local committee is to be congratulated on the success of the event.

Sharp and Dohme Elects Vice-Presidents

At the meeting of the Board of Directors of Sharp and Dohme, held on April 2, Dr. Leith S. Temperton and Dr. Paul S. Pittenger were elected vice-presidents of that organization. Dr. Pittenger went with Sharp and Dohme four years ago as Director of Pharmacologic Research. For many years he held a similar position with the H. K. Mulford Co., recently absorbed by Sharp and Dohme. Two years later, he was made Assistant General Superintendent, devoting the greater part of his time to production. North Carolina druggists remember Dr. Pittenger most pleasantly as one of the speakers at the Morehead City convention of the Association in 1928 when he delivered a most interesting lecture on "Biologic Assay Methods."

Dr. Temperton joined Sharp and Dohme two years ago as Merchandising Manager. He has had a wide training and broad sales and advertising experience in the drug field. Prior to his connection with Sharp and Dohme he was Advertising and Sales Promotion Manager of the Norwich Pharmacal Co. for seven years, and for eight years was with the H. K. Mulford Co., being Sales Manager of their Chicago Division at the time of leaving their employ.

Vick Chemical Co. to Merge with Drug, Inc.

A proposal to merge the Vick Chemical Co., a Delaware corporation with operating

offices in Greensboro, N. C., and Philadelphia, with Drug, Inc., has been approved by directors of the Vick Co. By terms of the merger, Vick stockholders will receive, for each share of stock held, 57-100ths share of Drug, Inc. The approximate market valuation of the Vick Chemical Co., on this basis, is \$40,000,000, and that of Drug, Inc., now mounts slightly in excess of a quarter billion dollars. The transaction is one of the largest ever made involving a southern industry. Terms of the merger also provide that there shall be no change in the management of the Vick Chemical Co., which will retain its individuality as a manufacturing and marketing organization. The merger contemplates an immediate and far-reaching expansion of its operations through the development and introduction of new products. Mr. Lunsford Richardson, who became president of the Vick Chemical Co. last year is to remain the active directing head of its affairs. Mr. H. S. Richardson, who retired last year as president to become chairman of its board of directors, will remain in this capacity and will likewise become a member of the board of Drug, Inc.

Mr. W. Y. Preyer, first vice-president of the Vick Chemical Co., will proceed at once, in the execution of plans for the development of new products, it is announced.

Rexall Convention in Charlotte

Over 200 Rexall druggists of the two Carolinas attended the North and South Carolina Rexall Convention, held in the Hotel Charlotte on May 6-7. Several national officials of the Rexall company addressed the meeting, including Dr. E. S. Barker, sales manager of the pharmaceutical department; Messrs. H. L. Byers, assistant secretary of the international association of Rexall clubs; A. T. Connelly, sales manager of the candy department of the Rexall company, E. W. O'Hanlon, of Winston-Salem; C. J. Susong, district manager for the L. K. Liggett company; W. A. Underwood, United Drug company sales director for the Carolinas, Delaware, District of Columbia, Maryland and part of Virginia and West Virginia; John M. Considine, Sales Manager

of the Hospital Department; and **C. R. Foster**, United Drug Co. Representative in N. C. and part of Virginia. **Mr. W. C. Ferrell**, of Nashville, president of the N. C. Club, and **Mrs. M. S. Fender**, of Ehrhardt, S. C., president of the S. C. Club, alternated in presiding over the sessions, and both made addresses.

Social features included luncheons, a theatre party, and the annual banquet and dance given by the United Drug Co.

The following officers for the coming year were elected: For the N. C. Club: **Messrs. E. W. O'Hanlon**, Winston-Salem, president; **G. K. Moose**, Boone, and **B. J. Suttlemyre**, Hickory, vice-presidents; and **L. W. McKesson**, Statesville, secretary and treasurer. For the S. C. Club: **Messrs. J. G. Halford**, Johnston, president; **Lester Bishop**, Watts Mill and **Geo. Evans**, Anderson, vice-presidents, and **Lee Hodges**, Greenville, secretary and treasurer.

Address of N. C. Rexall President

(The following address was delivered by **Mr. W. C. Ferrell**, of Nashville, President of the N. C. Rexall Club, at the annual convention of the Carolinas held in Charlotte, May 6-7.)

One year ago, I was selected by this Club to be your leader. I considered it then and do now as a great honor.

It has been exceedingly interesting, inspirational and helpful as I became better acquainted with the International and State officers and acquired knowledge concerning the Rexallites of our Club.

If we would be progressive and successful it is absolutely necessary that we acquire all knowledge possible in the retail business; and no better opportunity is afforded than through the State Club meetings.

I have waged a campaign during my administration to increase the attendance at our State meetings. This State Convention affords each Rexallite an opportunity to meet every wide-a-woke, up-to-date, progressive and successful Rexallite and International officers and Representatives, and imbibe valuable information and get a clear vision of business conditions, of what is demanded

by you to satisfy your customers and increase your business. Also, you have the pleasure of the personal touch and catch the enthusiasm that is necessary to conduct your store successfully—helping each other to make each Rexall Store "The Best in Drug Store Goods; The Best in Drug Store Service."

We must recognize that today the retail business is moving at a very rapid pace—and if we expect to exist and make progress, meet the demands and competition we must keep in the race.

Every Rexall Druggist should be proud of and profit by the fact that he offers, in his town, the sale of the purest and best goods, purchased at a low price, made possible only by being a member of "The United Drug Co." For the inducements are so strong—high quality, low price, prompt service and free sale aids meet the demands of the public and enables us to sell our goods profitably and materially increase our sales, thereby successfully combating the aggressive competition that daily confronts us.

For several months there has been a vigorous fight waged against "The Chain Stores" and our competitors and others have circulated false propaganda—(classifying us as belonging to "The Chain Stores.")

I recommend that all Rexall Stores correct this immediately, that though we are members of "The United Drug Company," all our stores are locally owned, and we have the benefit of the great buying power of the above mentioned organization.

In these depressed times, especially in Eastern N. C., our membership in "The United Drug Co." has been our salvation. We have been enabled to "Weather the Financial Storm" and are glad to be here to "confer" on how best to continue to conduct an up-to-the-minute Rexall Drug Store successfully.

We stand the 21st of Rexall Clubs, arranged according to the percentage of attendance represented at the Conventions in 1929. We very much desire to move upward. I believe this could be achieved and our membership increased by dividing our State into districts and have several meetings during the year, before our State Conven-

tion. Other states have tried this, with good results, so having the best interest of this organization in mind, I most heartily recommend same for your serious consideration.

Our organization is no experiment. Time has fully demonstrated its usefulness. As druggists I am thoroughly convinced we could not successfully operate without such an organization. It is a sure cure for our business ills, individually and collectively.

Let us have that whole hearted spirit of co-operation, enthusiasm, foresight and knowledge, sincerely planning and working harmoniously together for the mutual benefit of each other—making good our slogan "One for all, all for one."

University A.Ph.A. Branch Holds Meeting

At the 34th meeting of the University of North Carolina Branch of the American Pharmaceutical Association, held in Pharmacy Hall, Mr. T. A. Libbus, student in the School, presented a synopsis of the work which has been conducted by Mr. E. G. Boysworth, a member of the senior class, on the "Secretions of Wasps." A few interesting observations on the habits of the wasps were given and an outline of the insecticides which can be used against them. Mr. P. L. Thomas, another student in the School, presented an illustrated lecture on "Some Prominent Scientists Contributing to Medical Discoveries." Mr. Thomas presented slides from photographs of the men responsible for these discoveries and gave a brief history of their lives.

National Conventions in Baltimore

North Carolina was well represented at the May meetings in Baltimore and Washington of the various national pharmaceutical organizations. Those present were Dr. E. V. Zoeller, Dean E. V. Howell, and Messrs. F. W. Hancock, I. W. Rose, C. P. Greyer, J. G. Ballew, J. A. Goode, Sam E. Welfare, G. A. Russell, M. L. Jacobs, F. O. Bowman, W. W. Horne, P. L. Thomas, T. L. McLaughlin, and J. G. Beard.

The U. S. Pharmacopoeial Convention signally honored Dean Howell by electing him

a member of the revision committee of the next Pharmacopoeia. Perhaps no position in American pharmacy carries with it more distinction than a place on the revision committee. This recognition of Dean Howell's long service will be gratefully received by the pharmacists of this State.

Dr. Zoeller, as we have announced before, has for the past year been the Honorary President of the American Pharmaceutical Association, and in that capacity he served throughout the several sessions of the organization in Baltimore. Every North Carolinian in attendance was filled with a sense of real pride as they watched Dr. Zoeller occupy the position of national honor to which he was in every way entitled and which was bestowed upon him by a grateful organization as a mark of personal esteem and of acknowledgment of a long record as board president that has no parallel in the United States.

Druggists—Watch Out!

The letter below was sent to the JOURNAL by Mr. P. J. Suttlemyre, of Hickory. It needs no comment!

Hickory, N. C.,
May 15, 1930.

THE CAROLINA JOURNAL OF PHARMACY,
Chapel Hill, N. C.

GENTLEMEN:

A woman by the name of Mrs. G. Haverty, who claims to be representing the Red Arrow Distributing Co., of Denver, Colorado, makers of a handy packet mucilage, is calling on the drug stores in this State. She offers this product in lots of 6 dozens with a promise of three girl demonstrators. She delivers the merchandise, collects money and disappears. The girl demonstrators never arrive. She worked this scheme on a Newton drug store and tried it on me. When she was in Hickory she had a check made out to the Red Arrow Company which she cashed at a local store. She endorsed the check herself, which is against the law. She also showed me orders from Kannapolis, Winston-Salem, and Newton. I don't know where she went from here, but she left in a big hurry.

I am writing this so that you may put the druggists in the State on to her crooked stunt.

Very truly yours,
(Signed) HICKORY DRUG COMPANY
By P. J. Suttlemyre.

Every Little Bit Helps!

The other day one of the members of the T. M. A. was in the office and he told us that his customers had been after him because he had failed to contribute any news notes to the Journal. This brought to mind once again that there are lots of people in

the State who could help us make the Journal a more interesting and a more valuable publication to our readers. All they have to do is to jot down such news notes on a postal and send them to Box 631, Chapel Hill. We will do the rest! The traveling man we referred to above is one of the most popular salesmen we know—he has hundreds of friends and has the happy faculty of keeping up with them. His sympathetic interest in his friends is noteworthy. Yet he had failed to do his part in one respect—the Carolina Journal of Pharmacy needed his help. He had forgotten to give the Journal his friendly co-operation by furnishing news items. Isn't there a moral in this story for you, gentle reader?

Marriages

Mrs. Addie Wolfe announces the marriage of her daughter Jessie Marie to Mr. Thomas Vernon Wilson on May 1st at Fletcher. Mr. and Mrs. Wilson left immediately after the wedding for an extended wedding trip to New York, Baltimore, Washington, etc. Returning south they spent several days in Chapel Hill visiting the State University, Mr. Wilson having graduated from the School of Pharmacy there in 1924. They are now making their home in Hendersonville where Mr. Wilson is associated with his brother, Mr. W. B. Wilson, in the Wilson Drug Co. of Hendersonville and Balfour.

The marriage of Mr. J. Manning Pritchard, of Chapel Hill, and Miss Patsy Arrington, of Oxford, took place on April 30 in the Duke Memorial church in Durham in the presence of a few close friends of the couple. After the wedding the couple left for a motor trip through South Carolina, Georgia and Tennessee. Returning they will make their home in Durham. Mr. Pritchard is one of the proprietors of Pritchard-Lloyd, Inc., Druggists, of Chapel Hill. He is a graduate of the State University and received his license in 1918.

Births

News has just reached us of the arrival of Miss Billie Louise Kunkle, daughter of

Mr. and Mrs. A. B. Kunkle, of Conover, on January 16.

Deaths

Found prostrate on the floor of the office in his store, the Hanover Drug Co., early on the morning of April 15 with a bullet wound in his chest, believed to have been self-inflicted, Mr. Edward M. Hardin, druggist and a member of one of Wilmington's most prominent families, died later in the day at the James Walker Memorial Hospital, without regaining consciousness. Although his condition was critical when he was removed to the hospital, two blood transfusions were given in an effort to sustain life. His condition was so weakened, however, from loss of blood that he was unable to respond to medical attention. Mr. Hardin was one of the most popular and prominent young men in the Cape Fear city. He received his academic education at the State University and at Washington and Lee, later attending the Medical College of Virginia for his pharmaceutical training. He obtained both the degrees of Ph.G. and Ph.C. at the later institution, acting as instructor for the year 1914-15. He served his country with distinction in the World War as first lieutenant, 115th machine gun battalion, 30th division. He was in the battles in Belgium and northern France and was wounded in action in 1918. Mr. Hardin was a registered pharmacist of recognized ability and at the time of his death was proprietor of the Hanover Drug Co. and of the Carolina Pharmacy. He was a Life member of the N. C. P. A., a Rotarian, a member of the American Legion, of the Sigma Nu fraternity, and of St. James Episcopal church. He was the son of Mr. John H. Hardin, a charter member of the N. C. P. A., and the late Mrs. Fanny Manning Hardin, and was married to Miss Virginia Farmer, of Wilmington, on October 20, 1920. To the bereaved family the JOURNAL extends sincerest sympathy.

Mr. Hobart William Richardson, age 33, died suddenly at his home in Burlington, early on the morning of April 19 from a heart attack. Mr. Richardson was originally from Asheboro but had been in the drug business in Greensboro for several years,

moving to Burlington the first of the year. He is survived by his wife, formerly Miss Margaret Sparger, of Mt. Airy, his mother, and several sisters and brothers.

Older druggists of the State will learn with regret of the death of **Dr. Richard Jordan Noble**, which occurred at his home in Selma early on the morning of April 27. His death was caused by pneumonia, following an automobile accident the week before. Dr. Noble was born in Louisburg, on October 16, 1853 and was, therefore, 77 years of age. He was a charter member of the N. C. P. A. and was chosen at the 1880 meeting as a delegate to the A. Ph. A. convention. Although he had devoted his entire time to the practice of medicine for many years, he had never lost interest in the Association and had looked forward to being present at the Raleigh meeting. "He was greatly beloved by his many patients who lived in Johnston County. He illustrated the

best traditions of the country doctor of the old school."

DEMAND FOR TAX SUCCOR

(Continued from Page 226)

them for another cent in gasoline taxes, the revenue to be turned over to schools and roads.

All of these remedies, and they are inclusive, probably would be unproductive because destructive in themselves.

A case hopeless on all other counts has one hope of solution:

That is the ratification at the polls in November of the amendment to the Constitution which would permit a classification of taxables designed to make it possible for the holder of intangibles to pay upon them in reason instead of dodging the present theoretical tax, which is all but confiscatory of his property. (Editorial, *Raleigh Times*, May 2, 1930.)

NEW OFFERINGS from our SUNDRIES DEPARTMENT

"Montag's Pound Papers and Envelopes"

We can furnish promptly the following pound papers in Montag's line from stock. These papers are the easiest to sell of any line in the South. They are backed up by forty years of sales in the South and have consumer acceptance. Nearly all of our customers are familiar with Montag's Pound Papers so they will need no introduction.

Our prices are the same as Montag's

Ripple Bond	No. S39	Old English	No. 1100
Civic Lawn	No. 1029	Lattice Weave	No. 3539
Rosemary	No. 1969	University Club	No. C19
Picadilly	No. 1300	Old English	No. 011

Your orders are always appreciated

SCOTT DRUG COMPANY
Charlotte, N. C.

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The 1930 meeting of the North Carolina Pharmaceutical Association will be held at Raleigh, August 11-13.



H. C. CHRISTENSEN, of Chicago

President of the American Pharmaceutical Association and for many years Secretary of the National Association of Boards of Pharmacy. Beginning as a retail pharmacist President Christensen's career broadened to a national scope and he is now considered one of the really eminent men in American pharmacy. He will address the Raleigh meeting of the North Carolina Pharmaceutical Association in August. His subject has not been announced but he will discuss some practical phase of pharmacy and whenever he speaks he always says something to the point and worth-while.

EDITORIAL SECTION

J. G. BEARD, *Editor*

Chapel Hill, N. C.

Monopoly vs. Free Trade

Where is the End to Be?

The editor was brought up in a trust-hating household that had good reason to fear the giant, trade-restraining combinations that retarded independent efforts in the early 1900's. Largely through President Roosevelt's efforts these strangling octopi were declared to be "combinations in restraint of trade" and as such were ordered to disband under provisions of the Sherman Anti-trust Act that was passed by Congress to dissolve and debar any corporation that prevented equal opportunity to traders of whatsoever sort or kind. Thus passed from the picture the oldtime evil known as "The Trusts."

For the past several years a new type of trading consolidation has been rapidly developing with the full consent and apparently the approval of Congress, law enforcement officials, and the public at large. Industry in general, banking, transportation, and retailing are the fields in which the new plan is at work. The word "trust" is never connected in any way with this new development. A modern term is used: Merger. A group of firms catering to a given trade will consolidate, presumably to reduce operating expenses and heighten efficiency and in order, so they say, that the country will benefit from the savings thus effected. Thus is established a multiple unit form of organization that in theory seems to promise benefits to the trading public. Backed by immense capital, having huge buying and distributing facilities, and on paper offering tempting "bargains," these mergers are growing rapidly in numbers, force, and influence.

The average man and woman is "sold" on the idea of mergers. The very ones who would protest most violently against trusts are often the most ardent defenders

of the modern prototypes of the old Standard Oil and American Tobacco Co. which were, of course, "combinations in restraint of trade." They see a difference in the two forms of consolidation and to them the difference is satisfying. What they do not see are the ultimate and obvious results of a nation-wide movement which carried to its logical development will eliminate every independent trader in the country and concentrate in a few cities and in a comparatively small group the wealth that ought to remain scattered. In no field *yet* have independent agents been wholly eliminated. In every field, however, where mergers have entered, the independents have suffered. Were the whole process to remain in its present form we might with reason stay our alarm, but no economic or social process ever remains fixed. It either expands or it dies. Encouraged by public favor it grows until finally it bears little resemblance to its original form. From a beneficent beginning it often reaches an evil end. Just so will mergers change from their present policies as time goes on and just so will their operations and results change. Will these changes be to the public advantage or will they work harm?

Confining our attention to the drug industry for a moment, let us look at a certain development and see what significance it has. The Owl Drug Co., a big chain operator in the West, recently merged with Liggett's. The latter is controlled by Drug Incorporated, a quarter of a billion dollar holding company which owns the following: The Louis K. Liggett Co., operating nearly six hundred stores in the United States and a large chain in Canada; Boots Pure Drug Co., which operates about 860 retail stores in England; The Buck & Raynor and Portes Drug Chains of Chicago; The Wolff-Wilson Drug Co., of St. Louis; The May Drug

Stores Corporation and the May's Trustee-ship of Pittsburg and the Owl Drug Co. It has also acquired the following manufacturing establishments: Seamless Rubber Company; United Candy Company; Marcus Ward; Sherman Envelope Co.; Chocolate Refiners; Absorbent Cotton Co., of America; Hudson Valley Pure Food Co.; Sterling Products Incorporated, which includes among its subsidiaries: California Fig Syrup Company; Bayer Company, Incorporated; Bayer Company, Ltd., of Canada; Wells & Richardson Company; Charles H. Phillip Chemical Company; Cook Laboratories, Inc.; General Drug Company; Proprietary Agencies, Ltd., of Canada; Sterling Products, Ltd., of Canada; Household Products; Centaur Co., makers of Castoria; Bristol-Meyers Co., (including Fred F. Ingram Company); Three-In-One Oil Company; Life Saver Company and the Vick Chemical Company.

What does this mean? If the aim is not complete monopolistic control of drug distribution and the destruction of competition through the elimination of the independent dealer, then what is the answer?

Is it altruism that prompts this giant chain to sell merchandise below the manufacturer's cost to the wholesaler in some cases? Take the item of Aspirin. The manufacturer's lowest net price, to jobber or to dealer buying direct and in large quantities, is 72 cents for a bottle of 100. Drug Incorporated owns Bayer's Aspirin. They also own or control the chain stores offering this item to the public at 62 cents. Is this the kind of competition that keeps "man's spirit high and energy alive" or is it the unfair and destructive kind of competition against which the thousands of independent dealers can find no weapon of defense? The gain to the public through such methods is at best temporary. The final effect may be hurtful to every single person in the country except the stockholders of Drug Inc.

Where does Drug Inc. do its banking? What local enterprises does it help? What service features does it render beyond cut prices that are often baits to the thoughtless? How much money does it give to charity? How much medicine would it charge to a sick family in temporary finan-

cial straits? How far would it deliver a needed prescription in the dead of night to an ill patient who had no way of sending for it? How long will its prices remain "cut prices" when it has driven out all competition and has a monopoly? Any one who knows the organization and methods of the big chains will find disturbing answers to the above questions.

The trusts of yesteryear ruthlessly eliminated competition in order to control prices. The mergers of today are aiming at the same mark. The difference between the two is one of method but not of object. The final effect will be the same: large salaries, fat dividends to the officers and stockholders—high prices and meager service to the helpless public. The true test of monopolistic mergers is whether in the long run they help or harm the region in which they operate. Judge them not alone by what they are doing today but what they naturally will do when they are sole masters of the field they occupy and when they no longer have competition to control their practices. Thus viewed they show up as a national menace. America exterminated trusts after frightful injury was done our commerce. Some day it will have to dissolve mergers and restore free trade in all channels. In the meanwhile its citizenry will be punished, its Congress will refuse to read the message on the wall, and a privileged few will fatten at a trough kept over-filled by a short sighted populace that preaches democracy and works for the autocrats.

This editorial may sound like the soap-box ravings of a wild-haired reformer. Were it read in 1940 it would have the sound of prophesy.

Believe You Are Whipped and You Are

A major in the Marine Corps, nicknamed "Hiking Hiram," came into line on the Picardy Front with 8,000 men on May 30, 1918. The Marines had been on the march for seven days and almost immediately they were ordered by the French Army to withdraw to a point ten miles to the rear because of a general backward movement that was scheduled. When the order was handed to

the Major he replied in characteristic Marine fashion: "Retreat, Hell, we have just got here!"

There is something peculiarly appropriate about this statement: it aptly fits the present situation in this State. For ten years now North Carolina has been marching hard to reach a position of national equality in respect to commerce, industry, education, and social progress. Every Tar Heel is proud of the manful struggle that has been made and the country at large points here to a commonwealth that has almost arrived after a march that has carried it over obstacles that seemed a decade ago to be insurmountable.

Unfortunately, however, a season of economic distress now faces us and there is a great clamor for retrenchment. In a panic of fear we urge slashing here, cutting yonder, slowing up everywhere, so as to ease the strain that pulls from every side. In taking counsel of these fears are we about to undo the results we labored so hard to gain, and if we succeed in this failure have we not failed in our success?

It is obvious to any student of economic conditions in North Carolina that many of our people have just cause to feel worried over their financial affairs. Crop failures in the eastern part of the State, unemployment in the Piedmont section, and slow recovery from the boom collapse in the mountain districts, have undoubtedly given cause for a general slowing up process that is reflected in every department of our living. The purchasing power of the average person today is less than it was a year ago at this time; his ability—or his willingness—to pay his bills promptly is also lessened. As a result retail prosperity has been pulled down from its previous high position and for a time now must be compared to the normal index of several years ago rather than to the abnormal peak of the past few years. There have been quite a few failures of North Carolina drug stores within the last eighteen months and quite a few more are in a position of unsatisfactory credit rating. If, however, it were not the vogue just now to preach and practice a philosophy of pessimism; if we viewed these

failures and reduced ratings as we did a few years ago when success was the theme of our thinking, we would see (1) that there are just as many drug stores operating in the State now as ever before; (2) that their total volume of sales is just about as great; (3) that their net earnings are but slightly below 1928 figures; and (4) that their credit rating by Bradstreet and Dunn are very little changed by the "panic" that we fear is upon us.

If A thinks that B is ruined and B believes that C is going to the wall, and if C's credit is impaired by the fear of A and B, then he catches the contagion of defeat, gives up, and causes loss to everybody commercially connected with him. He is whipped by a state of mind that A and B forced upon him and injures them when he goes down for the count. By such a psychology A started a cycle of trouble that put him in a vicious ring of his own making.

Most panics are begun through mental processes that destroy confidence which is the foundation of success. A big, sound bank was ruined the other day by a run that resulted from a silly rumor that could have been disproved easily. The depositors went up in the air, infected each other with their own fright, demanded their deposits, and because of no forewarning the bank could not meet the emergency and had to close its doors. The depositors will finally be paid in full but the whole community is suffering inconvenience and has had its confidence shattered because of the same disease that is hurting all of North Carolina today. An individual or a state or a nation ceases to prosper when the belief becomes fixed that success is impossible. Morale breaks down, energies are unconsciously lessened, retreat begins, and a battle that might well have been won is lost through lack of faith and fight.

In spite of real reverses North Carolina is still an economically sound commonwealth. The same resources, men, genius, and energy are still available to carry us on the goal we set for ourselves. We are whipped only if we believe that we are whipped. Ten years ago we started ahead with light hearts and firm purposes to make this State

second to none in the American Union. Success is in sight, yet we are asked to go backwards. Shall we? What would "Hiking Hiram" say under such circumstances? He would lift his proud old fighting head, snort disdainfully, and say in true Marine fashion: "Retreat Hell, we have just got here."

Formulating Legislative Policies

The meeting of the N. C. General Assembly next January is going to be of vital interest to every pharmacist in this State. Taxation will constitute the dominant note of the Assembly. Revenue—more revenue—and how to raise it will command the thinking of every legislator. The burden is going to rest heavily on some interests and almost lightly on others. In an institution as human as the Legislature more respect is going to be accorded to influential and powerful interests than to those that seem to have little prestige and pull. This is not said in a spirit of criticism but as a statement of fact that operates in every angle of human affairs. The drug business wants to carry its just share of the costs of state government but no more than it should or can pay. To insure fair, enlightened treatment the drug business must present a program that reflects its collective thinking along legislative lines. Failure to crystallize on such a policy will be disastrous. If we do not know, or rather if we do not express, what we want and what we can bear, how can we expect the Legislature to act with due consideration to our interests? The only place that furnishes a common ground for deliberation by North Carolina pharmacists is the floor of the state drug convention at Raleigh on August 11-13. Only if a large and representative delegation is present can any action taken by the convention reflect the wishes and opinions of retail pharmacists generally. This being true surely no sane druggists, with heavy interests at stake, can feel satisfied to stay at home and let the other fellows shape policies that will affect directly every drug store in North Carolina. If this fact were really appreciated the Semi-Centennial meeting of the Association would show the largest at-

tendance ever recorded in the history of the organization. We venture to guess that 98 per cent. of the pharmacists in this State voted in the recent primaries on questions not a whit more vital to them than will come up for vote at the Raleigh meeting. They showed the keenest concern over who would be the next Senatorial nominees. Will they be less concerned over issues that affect their very business existence? issues that will be determined in Raleigh in August.

A mule can't Kick while he is Pulling and he can't Pull while he is Kicking. And neither can you.

A man can't Whine while he is Laughing and he can't Laugh while he is Whining. Which sound are you making?

There is only one direction to Success and that way is Forward. When you stop to look back you break your stride and lose momentum; you may even get your legs crossed and fall down.

Pays 1931 Dues First

Almost every year Mr. Clyde Eubanks' check for dues is the first one to reach the Association treasurer. Instead of pigeon-holing the statement he immediately pays it. This year his account was marked "Paid" within twenty-four hours of the time the bill was mailed out. Such faithful promptness, exhibited year after year, is but one of many ways by which Mr. Eubanks demonstrates his loyalty to the State Association.

Mr. Matton Retires

Fifty years ago, just as the Association was being founded, Mr. Geo. A. Matton, of High Point, entered the drug business. This year he retires. This is strange and sad news to us even while we realize that he deserves and is able to take a long earned rest. Somehow when we think of High Point we automatically think of Mr. Matton, and we think of him as a quiet, earnest citizen concerned in making a success of his own business but letting the other fellow's business alone. For fifty years he worked

(Continued on Page 252)

LEGAL SECTION

FREDERICK O. BOWMAN, J.L.B., *Editor*

Chapel Hill, N. C.

The following address on the subject of a "Sales Tax" delivered by Dr. Carl C. Taylor of State College over Radio Station WPTF, Thursday, May 29th, 9:30 P.M., is published herein by permission of the Raleigh Merchants Association, under the auspices of which the address was made. Dr. Taylor is an authority on the subject of taxation. The address is masterful, and the arguments presented therein against the adoption of a sales tax program for our State are unanswerable.—Editor.

"Sales Tax"

I am not talking as one with a vested interest in any particular type of tax. I am talking purely from the standpoint of the fundamentals of taxation. Taxation is universal. Taxation is necessary. Practically all types of taxes are objected to by at least some people. For these reasons, practically every one is confused about what is a good tax and what is a bad tax. I suppose there are some people who, in an unconscious way, think that all taxes are bad. Such is not the case. These ideas, however, will continue to prevail as long as there are bad types of taxes. I am, therefore, talking against the sales tax because I think it is *bad*, both as a method of raising revenue and because it further confuses or obviates clear thinking on the whole matter of taxation.

A sales tax violates every principle upon which taxes should be levied and collected. The first principle of sound taxation is that taxes shall be collected from persons according to these persons' ability to pay taxes. A person's ability to pay taxes depends either upon money which he has inherited or upon his current annual earnings. The sales tax does not even approach the use of this fundamental principle of

taxation. The only way that taxes paid on sales could even indirectly approach the first fundamental principle in taxation would be for sales taxes to be placed only upon the excessive luxuries of the very rich, upon such things as private yachts, thousand dollar necklaces, and similar things purchased only by those who have great incomes of inheritances. I wonder where there is a sales tax of that kind and I wonder who it is in North Carolina that is promoting the idea of a sales tax restricted to articles of this kind. As a matter of fact, about the only sales tax that has been talked about is a tax upon such things as cigarettes, soft drinks, moving pictures and the like. Are these commodities really luxuries? If they are, they are the luxuries of the poor. Furthermore that are the *only* luxuries of the poor. My first objection, therefore, to a sales tax is that just as sure as such a tax is levied in North Carolina it will be levied upon the poor and those least able to pay will pay. Those most able to pay will scarcely feel the burden of the sales tax.

The second fundamental principle of taxation is that every tax should be an obvious tax. Every person should know when he is paying the tax and how much he is paying. Any system of taxation, which either in its assessment or collection, sneaks up behind a person is not conducive to good citizenship or honest government. The chief reason for the promotion of the sales tax idea is the belief on the part of a number of people that the tax can be assessed and collected without any one knowing the process is taking place. The purchaser of the items upon which the sales tax is levied imagines that the merchant or the manufacturer of the commodity is paying the tax. The fact is quite contrary to this belief. If there is any tax that is universally and always shifted to the consumer it is the sales tax.

While this shift is being made to the consumer in terms of higher prices, even the merchants themselves are being handicapped, because higher prices always cut down sales and in addition tend to destroy the good will of the merchants among their customers. If a sales tax is levied in one state and not in others which adjoin it, then the merchants are subjected to totally unfair competition.

I am afraid that most of the advocates of the sales tax are either persons who are blindly striving to get their own tax lowered, no matter who else pays the taxes, or they are persons who want more State revenues but have not the courage to insist upon these revenues being raised from those who are able to "cough" up more taxes. Let me repeat, the sales tax is a tax that is paid by the common consumer and the average consumer is not the person who should now be handed increased burdens of taxation.

The third fundamental principle of taxation is that taxes once levied, and presumed to be collected from given sources, should bear upon these sources and not be shifted to some one else. No one denies that sales taxes would be shifted 100 per cent. It will, therefore, be farmers, working men, people of low income, small property owners, together with other consumers of course, who will pay the revenue raised by the sales tax.

To attempt to solve our tax problems by sales taxes is worse than dodging the issue. It is a simple matter of beclouding the issue and befuddling the issue.

You have heard it said that there is nothing new under the sun. Well the sales tax comes mighty near being something new under the sun. None of the great students of taxation, and there are many men who have given their whole lives to a study of this problem of government, even considers the sales tax as a fundamental type of taxation. I have already inferred that these students of taxation stand upon two fundamental considerations. First: That taxes shall be levied upon and collected from those definitely able to pay and in proportion to their abilities to pay; and Second: That taxes shall be direct and obvious, not indirect and obscure. The sales tax does not square with either of these fundamentals of taxation.

Sales taxes are argued for and have comparatively recently been put into operation for either one of three purposes. The first use was to place a tax upon those commodities which it was thought desirable to restrict or to tax out of existence, such as whiskey, saloons, tobaccos, etc. The idea was that it made no difference if the tax was too high or was unfair because such things ought not to be in existence any way. The second use of the sales tax was the tax that levied upon gasoline and automobiles for the specific purpose of building roads. In this case the amount of the levy was known; the person who paid it knew that he was paying it, and he paid it willingly because he knew the specific object for which the money was to be spent. The third case in which the sales tax is levied is the case where legislatures are seeking for more revenue and do not have the courage to levy taxes and raise revenues from the correct sources in an open and above board way. In other words, the legislatures get in a "bind" so to speak, on how to get more revenues and so adopt a sales tax because no one makes a protest. I can frankly say that I have not yet heard one person in North Carolina argue for the justice of a general sales tax.

I have the following things to say in conclusion. First, that I have been compelled to speak very dogmatically because of the limit of time. I would have said the same thing, however—probably only more politely, had I been able to speak an hour.

Second, let me drive home the point that we should not confuse the gasoline tax with a general sales tax, a thing which some people unwittingly do. The gasoline tax is direct. The amount of it is definitely known. The person knows that he pays it and how much he is paying. He is willing to pay it because he wants the specific object carried for which the gas tax is levied. The general sales tax is not like the gasoline tax. It opens the flood gates for all sorts of indirect, obscure taxes, levied on no one knows what. Its objective is not specific but general. Its levy has not logical relationship whatsoever to the purposes to which the revenues which it yields are put.

Third, let me say that no consumer, no farmer, no small property owner, or any

other person, should imagine that either the manufacturers or the merchants of the commodities upon which the sales tax are levied will foot the tax bill. The consumer of these commodities will pay these taxes, every cent of them without a shadow of a doubt.

Fourth, let me finally say that I think that property taxes should be lowered. I think the State should have more, not less, revenues. I think, however, that the way to accomplish these objectives is not to levy a sales tax which sneaks up behind the tax payer, clutters up businesses of all kinds and is ultimately paid by the very persons who are now seeking tax relief.

I know I have sounded very dogmatic. I make no apology for doing so. Taxation is the most universal and obvious thing about government, to the average citizen. What I have said has been said in the interest of honest, intelligent, good citizenship. The sales tax is a poor tax. It is a vicious tax. It ought never to become a part of our states tax system, and having been asked to speak on the topic of the sales tax, I have had no alternative than to say what I have said.

Illegal Sale of Bottles, Corks, Etc.

The Supreme Court of the United States, in an opinion handed down in the case of *Ike Danovitz, Surviving Partner of Feitler Bottling Company, Claimants, Petitioner, vs. United States of America*, held (1) that "Containers, barrels, bottles, corks, labels, cartons, etc., offered for sale in such a mode as purposely to attract purchasers who want them in making ready, for sale in the open market, contraband liquors, are forfeitable under Art. 25, title II of the National Prohibition Act, as property designed for the unlawful manufacture of liquor," and (2) that "The National Prohibition Act should be liberally construed to the end of the suppression of the traffic condemned by the act."

Mr. Justice Holmes delivered the opinion of the Court, and in part said: "The property in question was containers, barrels, bottles, corks, labels, cartons, etc. By the statute it is 'unlawful to have or possess any liquor or property designed for the

manufacture of liquor intended for use in violating this chapter or which has been so used, and no property rights shall exist in any such liquor or property.' A search warrant may issue, 'and such liquor, the containers thereof, and such property so seized shall be subject to such disposition as the court may make thereof. If it is found that such liquor or property was so unlawfully held or possessed, or had been so unlawfully used, the liquor, and all property designed for the unlawful manufacture of liquor, shall be destroyed, unless the court shall otherwise order.' * * * The argument for the petitioner, so far as it does not go beyond the limits set in granting the writ of certiorari, is that empty containers, bottlers, and the other apparatus described cannot be used in, or designed for, the manufacture of liquor, because the manufacture is completed before that apparatus comes into play. There is a further argument that the containers were not designed in fact for the manufacture of liquor even if they could be, but the objection to this is that if the terms in which the writ was granted do not exclude in, the case having been tried without written waiver of jury, the sufficiency and effect of evidence are not open. * * * The argument of the petitioner cannot be helped by amplification. It is obviously correct if the word 'manufacture' be taken in the strictest and most exact sense. But the word may be used in a looser way to express the whole process by which an article is made ready for sale on the open market. * * * As the purpose of the Prohibition Act was to "suppress the entire traffic" condemned by the act, * * * it should be liberally construed to the end of this suppression, and so directs. * * * The decisions of the revenue acts have little weight as against legislation under the afloat of the 18th Amendment. We are of the opinion that the word was used in this looser way, and that if the empty containers and the other objects seized were offered for sale in such a mode as purposely to attract purchasers who wanted them for the unlawful manufacture, as we interpret the word, they were designed for that manufacture and could be seized. Decree Affirmed.

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

A Delightful Visitor

During the State Board Meeting in Chapel Hill the members had as their guest Mr. William Henry Wearn, of Charlotte, a long-time member of the N. C. P. A. and who served as its president 1891-92, and was likewise a member of the Board of Pharmacy 1893-1903. Mr. Wearn is a most delightful conversationalist and talks most interestingly of his long service in the profession of pharmacy from the days when at the age of fifteen he began his apprenticeship training under Dr. Francis Scarr, up until the present time. Mr. Wearn has seen the drug business from many angles, both as a clerk and as a proprietor, and since August 29, 1889, he has been connected with the Burwell and Dunn Co., as manufacturing chemist. The editor was privileged to have an interview with Mr. Wearn during his visit to Chapel Hill and he talked in a most entertaining manner for almost an hour of his own experiences in the drug business as well of his associations with the druggists of Charlotte, and likewise of his long connection with the State Association and with the Board. He told us many stories about the druggists and drug stores of long ago, and we are hoping in an early issue of the JOURNAL to recount some of these stories. Few people possess the faculty of presenting facts in the happy and entertaining way that Mr. Wearn does and the editor feels that it was a rare privilege to have had such a delightful interview.

Board of Pharmacy Meets

The North Carolina Board of Pharmacy held the summer examinations in Pharmacy Hall at the State University on June 11-12, every member of the Board being present. Only the names of those successful in passing both the practical and theoretical examinations were announced. The new licen-

tiates are: Pharmacists—Joseph Leak Pinix, Kernersville; John Calvin Brantley, Jr., Raleigh; Leonard Erastus Reaves, Jr., Raeford; Stephen Williams Frontis, Mooresville; William Alfred Wilson, Belton, S. C.; George Bernard Schoonmaker, Bradford, Pa.; Joseph Stephens Ruzicka, Elkins Park, Pa.; Paul Love McDaniel, Goldsboro; William Dorsey Welch, Jr., Rocky Mount; James Beardsley Connell, Winston-Salem; Walter Clyde Barnwell, Reidsville, and Milton Stanley Burt, Apex. Assistant Pharmacist—Joseph Brooks Marsh, Salisbury.

Mr. M. S. Burt made the highest average on the examination and was awarded the Beal Membership Prize in the Association.



M. S. BURT, of Apex

The Winner of the Beal Membership Prize in the N. C. P. A. Mr. Burt graduated from the State University in 1928 with the degree of Ph.G. He was an exceptionally brilliant student during his college days and won the Bradham Prize, which was awarded to the student making the highest average during the three years of study. He served as student assistant in the laboratories in his senior year. He is a member of the Kappa Psi fraternity. Since last fall Mr. Burt has been with the A. V. Baum Pharmacy in Apex.

Commencement at the University

Interest at the 135th Commencement of the State University centered around the election of a new president to succeed Dr. H. W. Chase, who resigned several months ago to become president of the University of Illinois. It was a matter of great satisfaction to hundreds of friends and alumni that Professor Frank P. Graham, of the history department, was made president by the Trustees. President Graham needs no introduction to the druggists of the State for hundreds of the alumni of the School of Pharmacy have known him either as a fellow-student in the University or as a member of the Faculty, and have recognized him as a man who has always loved the University and who has served it with an unselfish devotion. North Carolinians everywhere are confident that under his leadership the University begins a period of great service and expansion.

Dr. Chase has been an Honorary Member of the North Carolina Pharmaceutical Association since the Winston-Salem meeting in 1922, and the druggists of the State join with countless other friends in wishing for him the best of success as he takes up his duties in Illinois.

On Commencement Day the following degrees in pharmacy were conferred: Graduates in Pharmacy—Wilbur Royster Adams, Angier; Henry Clay Bell, Bessemer City; Arthur Dennis McNeill, Fair Bluff; Earle Edwin Merrill, Southern Pines; Joe Leak Pinnix, Kernersville; Leonard Erastus Reaves, Jr., Raeford; and Charles Bion Sears, Whiteville. Bachelors of Science in Pharmacy—Harry Eugene Bolen, Schoolfield, Va., and Thomas Anthony Libbus, New Bern.

The Lehn and Fink Gold Medal was awarded to Mr. C. B. Sears of the graduating class, and the Kappa Psi Medal, given by that fraternity to the member of the organization making the highest average during the three years of study, was won by Mr. L. E. Reaves, Jr.

All Around the State

M. J. Leimkuhler, *Reporter*

It looks like there will be a record breaking attendance at the Raleigh Meeting.

Druggists are advised to make their reservations early!

Mr. W. W. Wiggins, proprietor of many drug stores in eastern North Carolina, has sold his store at Whiteville to Messrs. Robt. M. Holroyd and W. C. McNeill, and the one at Coats to Mr. W. R. Roycroft. Both Messrs. Holroyd and Roycroft have been managers of their respective stores for several years.

Mr. W. L. Harper, formerly with the Summit St. Pharmacy, of Winston-Salem, is with the Austin Drug Co., of Maxton, for the summer, while Mr. R. D. Croom of this store enjoys the mountain air of western North Carolina for several months.

Mr. R. A. Hedgepeth, of Lumberton, spent some time in June in Toronto attending a meeting of the Shriners.

The Fairmont Drug Co., of Fairmont, on July 1st will move into their new quarters three doors below their old location. They will have a most attractive store, a new fountain being one of the new additions to the store.

Mr. R. P. Lyon, proprietor of the Myers Park Pharmacy and Lyon's Pharmacy, of Charlotte, has installed a Tom Thumb golf course on a vacant lot that he owns across the street from his Myers Park Store. Friends of the reporter advise that it is the best course in Charlotte.

The Sheppard Drug Co., of Charlotte, has moved into a new location on Hawthorne Lane at 7th St. The store is one of the most attractive suburban stores in the state. Messrs. J. W. Sheppard and H. C. Greene are the proprietors.

Mr. W. C. Wrike, proprietor of the Wrike Drug Co., of Graham, and Miss Bertha Ray Turner, of Winnsboro, S. C., were married in Winnsboro on June 12. Mr. and Mrs. Wrike will be at home to their friends in Graham after July 1st.

Mr. George McLarty has purchased an interest in the Ring Drug Co., of High Point, and is now manager of the store. He has been with this firm for some time.

Mr. W. H. Adair, formerly with the Matton Drug Co., of High Point, has accepted a position with the Mann Drug Co in the Furniture City.

Messrs. D. A. Dowdy and A. C. Cecil, druggists of High Point, enjoyed several days fishing at Morehead City late in May.

On May 15, Mr. Chas. R. Thomas, of Thomasville, suffered a fire loss to the stock in his store of about \$5,000. The damage was covered by insurance.

Mr. E. H. Layden of the Lexington Drug Co., of Lexington, was operated on for appendicitis in a Winston-Salem hospital on May 20.

Mr. H. L. Rider, formerly representative for Richard Hudnut, has moved to Washington, D. C., where he will be connected with the Washington office of the Fidelity Investment Association, a Wheeling, W. Va., concern. Mr. Rider has recently purchased a motor boat and expects to spend his week-ends this summer cruising up and down the Potomac River.

Eastern Carolina News

F. L. Bundy, *Reporter*

Mr. P. L. Senter has just completed a new building in Raleigh, on the site of the Glenwood Pharmacy, which he has operated for many years. The name of the store has been changed to Senter's Drug Store and the pharmacy is modern in every detail. Attractive fixtures have been installed and the store presents a most attractive appearance.

Mr. M. L. Shore is now manager of the Sir Walter Drug Store, No. 2, in the Hayes-Barton section of Raleigh. Mr. Shore formerly owned a store in this neighborhood.

Mr. St. John H. Hardwicke has purchased the Wiggins Drug Store in Wake Forest. Mr. Hardwicke has been connected with the Wiggins stores as manager for several years. He was with the Buies Creek store for five years, but for the past several months has been with the Wiggins store in Wake Forest. He is originally from Conway, S. C. and is a graduate of the Medical College of the State of South Carolina. He will operate his new store under the name of Hardwicke's Pharmacy.

The local committees are doing every thing possible to make the druggists have a good time in Raleigh. We want you all to be there!

Mr. R. H. Tucker, proprietor of Tucker's Drug Store, Reidsville, has opened an up-to-date 18-hole miniature golf course in Reidsville and reports business good. He says he has always had a desire to break a score of 100 so decided to open the miniature course.

The Lenoir Drug Co., of Kinston, is putting in a new front and overhauling the store generally. New fixtures are also being installed. When the improvements are completed the establishment will be modern in every detail. Mr. Thornton Hood is manager and part owner.

Mr. C. L. Thomas, of Jefferson, S. C., has accepted a position with Everington's Drug Store in Laurinburg. Mr. Thomas was formerly with the Community Drug Store in Waxhaw.

Mr. Sylvester Biggs, of Rockingham, is now with Hutchinson's Drug Store in Elizabethtown.

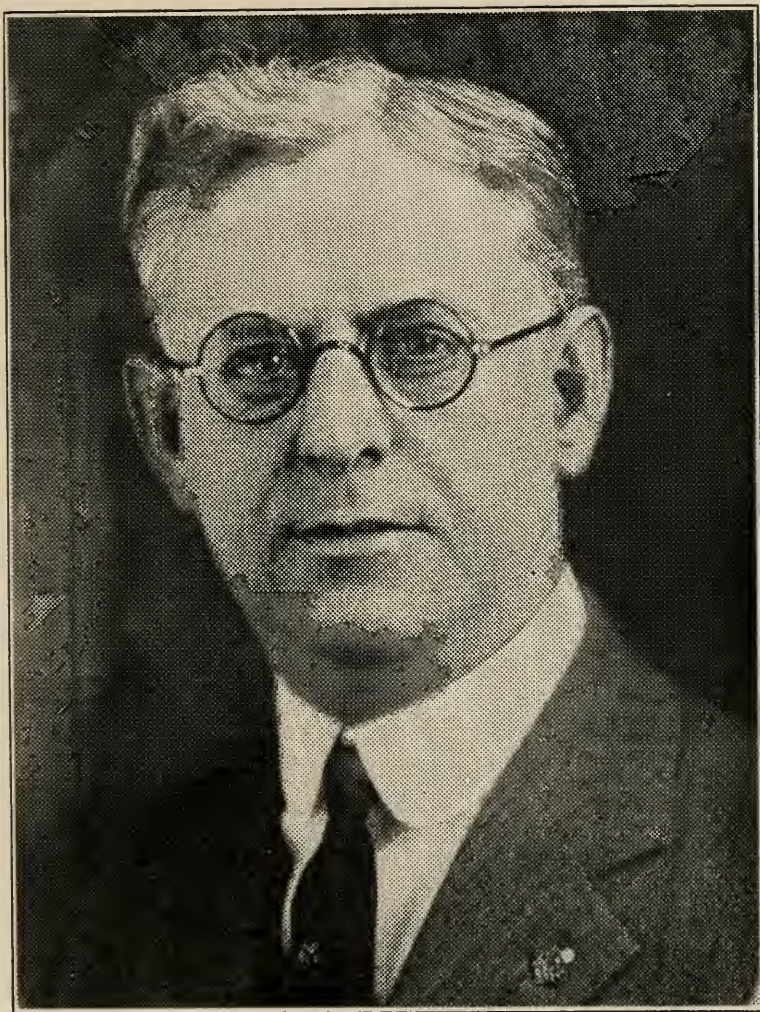
Mr. G. L. Sewell, of Wilmington, has accepted a position with the J. S. Hall Drug Co. in Fayetteville. Mr. Sewell formerly held positions with Futrelle's Pharmacy and the J. Hicks Bunting Drug Co. in Wilmington.

Of interest to druggists, particularly those in eastern Carolina, is the announcement of the marriage of Mr. Franklin Troy Mitchell, of Fairmont, to Miss Katherine Pleasants, of Louisburg. The wedding occurred in Lumberton on June 4. Miss Pleasants is the daughter of Mr. F. Reid Pleasants, prominent druggist of Louisburg. For the past six or seven years Mr. Mitchell has been manager of the Wiggins Drug Store in his home town of Fairmont. He graduated from the University School of Pharmacy in 1924.

News Around the State

John K. Civil, *Reporter*

The drug store of Mr. T. A. Walker in Charlotte suffered a heavy damage by fire on the night of June 1st. The loss was greatest in the front part of the store and amounted to about \$3,000, which was fully covered by insurance. As soon as the flames died down Mr. Walker was busy making



WILLIAM MANN TUCKER, of High Point

Announcement was made on May 16 that Mr. Geo. A. Matton had sold his interest in the Matton Drug Co., of High Point to Mr. W. M. Tucker and associates. Mr. Matton retires after 50 years in the drug business. His drug store was established in High Point in 1889 and has been at its present location for the past 40 years. The company is not only the oldest in High Point but also the oldest in Guilford County. The new owner, Mr. Tucker, began the study of pharmacy in Reidsville in 1896 and practiced his profession in Asheville, Salisbury, Lexington and Raleigh before going to High Point. He was with the Matton Co. for 22 years, but about a year ago severed his connection to accept a position with the Ring Drug Co. in the same city. The JOURNAL extends to Mr. Tucker the best of good wishes as he embarks as the proprietor of this 40-year old pharmacy.

arrangements to re-open the store. After being closed for only one day he was ready to wait on his customers again and the entire repair work has been completed as we go to press. Mr. Walker is a hustler.

Mr. Turner F. Currens, of the Norwich Pharmacal Co., who has many friends in this State and who is most pleasantly remembered as one of the speakers at the Asheville convention last year, will address the South Carolina Pharmaceutical Association at Myrtle Beach on July 9-10.

Mr. Charlie Williamson, for the past several years with the Belmont Pharmacy, of Charlotte, has accepted a position with the Gibson Drug Store at Concord.

The many friends of **Mr. J. R. Callam**, for the past year the popular representative of the Chattanooga Medicine Co. in the Carolinas, will regret to learn that he is confined to his room by illness in the Lord Baltimore Hotel in Baltimore, Maryland.

The marriage of **Mr. J. R. Curtis**, of Kings Mountain, and **Miss Nellie Williams**, of Heath Springs, S. C., took place on May 24 at the home of Miss Williams. After the wedding the couple left for a trip to Washington and other northern points. They are now at home to their friends in Kings Mountain where Mr. Curtis is prescriptionist for the Griffin Drug Co.

A complete program of a series of short talks and discussions by members of the T. M. A. will be published in the next issue. The Association has assigned a special hour for this program of the T. M. A. and all members of the organization as well as members of the N. C. P. A. are expected to join in the discussions.

New Incorporations

The Peoples Drug Store and Soda Shoppe, of Wilmington. To operate and conduct a general wholesale and retail drug, soda, and drug accessory business. Authorized capital stock, \$10,000; subscribed stock, \$3,100. By **J. Lewis Cobb**, **Ruth G. Cobb**, and **David Sinclair**, of Wilmington.

The Laurinburg Drug Co., of Laurinburg. To deal in all things necessary and for sale in a drug store. Authorized capital stock, \$5,000. Subscribed stock \$2,000. By **T. C.**

Hunley and **Mrs. Julia Hunley**, of Charleston, S. C., **J. R. Cox**, of Bowling Greene, S. C. and **A. H. Summerlin**, of Laurinburg.

The Carolina Drug Store, Inc., of Winston-Salem. To do a general drug and soda fountain business. Authorized capital stock, \$50,000; subscribed stock, \$10,000. By **H. C. Newsome**, of Winston-Salem, and **Mrs. H. C. Newsome**, and **Mrs. R. M. Vaughan**, of Mooresville. Mr. Newsome formerly owned an interest in the Miller Drug Co., of Mooresville, but he has disposed of this and will devote his entire time to the Winston-Salem store, which is located at W. 4th and Spruce Sts. The pharmacy was opened about June 15 and we understand that it is one of the most attractive in the State.

Professor Beard Honored

At the 108th Annual Commencement of the Philadelphia College of Pharmacy and Science, held on June 4, the degree of Master of Pharmacy (Honoris Causa) was conferred upon **Professor J. G. Beard** of the State University. The many friends of Professor Beard will be delighted to learn of the deserved honor that has come to him.

General News Items

The 1930 Convention Program will be the best in years! You can't afford to miss the meeting!

Mr. Junius W. Davis, of Edenton, has been elected president of the local Rotary Club. In this capacity he will attend the meeting of the presidents and secretaries of the Rotary Clubs of the Fifty-Seventh District the last week in July.

Mr. H. C. Teague, formerly with Ellington's Drug Store, of Reidsville, has accepted a position with the Summit St. Pharmacy, of Winston-Salem.

Goode's Drug Store, of Asheville, celebrated its fifteenth year in business in Asheville by the opening of a New Dutch Kitchen on the second floor.

Friends of **Mr. Chas. B. Miller**, of Goldsboro, will be interested to learn that his son, **Mr. C. B. Miller, Jr.**, has been promoted to the position of Assistant Superintendent of the Southern Public Utilities Co. in Charlotte.

The JOURNAL acknowledges with appreciation an invitation to attend the Commencement exercises of the Dunn High School on May 28. Miss Edna Earle Lee, daughter of druggist P. A. Lee, was a member of the graduating class.

Announcement has been made that Mr. E. F. Robinson, of the Pinehurst Pharmacy, of Wilmington, has purchased the Hanover Drug Co., located at Seventh and Castle Sts. in the same city, and formerly owned by the late Mr. E. M. Hardin. Mr. Robinson is a graduate of the State University and in his senior year served as assistant in the laboratories. He states that he will renovate the new store and install modern equipment. He will specialize in drugs and prescriptions. Mr. W. R. Kingsbury will be in charge of the prescription department. Mr. Robinson will also continue the operation of the Pinehurst Pharmacy.

It won't be long now! You had better make your arrangements to attend the meeting early.

Mr. C. J. James has returned to his old home in Hillsboro to accept a position as prescriptionist for the Hillsboro Drug Co. in Hillsboro. He was formerly with the West Side Pharmacy in Durham and succeeded Mr. J. L. Alderman who is now with Galloway's Hillsboro St. Drug Store in Raleigh.

The JOURNAL extends sincerest sympathy to Mr. R. R. Copeland, of Ahoskie, in the death of his father, which occurred the latter part of May following a long period of declining health. The elder Mr. Copeland was 81 years old and was known as one of "the fathers of Ahoskie."

Friends will be delighted to learn that Mr. M. H. Dukes of the W. A. Hayes Drug Store, of Hillsboro, is recovering from a recent illness.

Mr. John C. Brantley, Jr., son of Druggist and Mrs. J. C. Brantley, of Raleigh, graduated in June from the Philadelphia College of Pharmacy and Science with the degree of Bachelor of Science in Pharmacy. Mr. S. W. Frontis, of Mooresville, received the degree of Graduate in Pharmacy from the same institution.

Mr. Julian L. Baker, of Nashville, has ac-

cepted a position with the O. Henry Drug Store, No. 4, in Greensboro. Mr. W. B. Barker is also with this store. Mr. H. L. Walker, of Madison, is with the No. 3 store.

Mr. W. D. Welch, Jr., of Hobbsville, has resigned his position with the Wiggins Drug Store, of Rocky Mount, effective June 21. After a brief vacation he will go to Morehead City on July 1st where he will be connected with the Morehead City Drug Co.

Mr. C. R. Hoggard, of Ahoskie, is with the Peoples Drug Store, No. 2, of Norfolk. Mr. R. W. Woodward is with the No. 3 store.

Mr. G. W. Markham, of the Carolina Pharmacy, of Greensboro, is recuperating after an operation for appendicitis, which he was compelled to undergo on June 2.

Mr. P. L. McDaniel is now prescriptionist for the Cash Drug Store in Goldsboro.

Mr. W. C. Barnwell, of Prospect Hill, is with Ellington's Drug Store in Reidsville.

The owner of a store in a small college town eight miles north of Asheville on the State and National Highway writes the JOURNAL that he would like to sell his place. He says that he has 80 ft. of "nice mahogany finished wall fixtures, three tables and booth with all necessary show cases, etc. There is a 12-ft. Liquid Carbonic fountain in perfect shape that has been in use for 18 mos. No prescription department at present but one could be installed easily."

Mr. P. D. Rollins, formerly with Eekerd's Drug Store, Asheville, is now making his home in Henrietta.

Just because business is bad is no reason why you should fail to attend the Association meeting. Go to the convention and you will get ideas on how to run your business more profitably!

Mr. J. A. Goode, of Asheville, has been selected as one of three retail druggists in the nation to the board of directors of E. R. Squibb and Sons.

As we go to press we learn that Mr. A. D. Pollard, representative in this State for Whitman candies, has been transferred to Maine and New Hampshire territory of the company. The transfer is a promotion for Mr. Pollard and his many friends are congratulating him on this recognition of his

ability, but they regret that his work takes him so far from North Carolina. They will miss him at the annual conventions for he has been an ardent worker in the T. M. A. Just before Mr. Pollard left for the North he gave instructions that his JOURNAL be sent to his new address. He says he cannot get along without it.

An Unique Container

Word has just reached the JOURNAL that a patent has been granted to an unique and useful ointment container that will be marketed by **Mr. Ed C. Adams**, of Gastonia. The device is so constructed that both bottom and top parts of the jar are threaded to receive the screw cap, in order that when the top of the container is removed it can quickly be slipped on the bottom, which not only prevents its becoming misplaced, but will serve the highly useful purpose of keeping it from soiling anything on which such things are, as a rule, carelessly laid. The use of such a receptacle would result shortly in its becoming almost second nature to slip the top part on the bottom, since only one motion is required, and this would serve, as we said before, the double purpose of preventing misplacement and of contamination. We hope the new container will find a ready market, and we believe it will.

Antitoxin Transported in Record Time

The following interesting item is taken from News Wing: "Another rush job in transporting antitoxin was performed last month. A telegram from the T. A. Walker Drug Co., in Charlotte, to the H. K. Mulford Co., Atlanta, resulted in serum being placed on the regular northbound mail plane. Pilot Don Johnston flew it northward with the regular mail, arriving in Charlotte 15 minutes ahead of schedule. It was turned over to the druggist there." Mr. Walker writes that "We wired the Mulford Co. in Atlanta at 1:30 p.m. and the package was delivered to our customer's house at 10:30 the same day."

The picture below has been appearing recently in a folder advertising the Smoky Mountains National Park. The store is owned and managed by **Mr. K. E. Bennett**, a former member of the Board of Pharmacy and a long-time worker in the State Association. Mr. Bennett is an aggressive type of druggist whose drug store attracts during the tourist season an unusual number of visitors.



THE BRYSON CITY DRUG CO., Bryson City, N. C.

Druggist Fools Cracksmen

A concentrated crime wave struck the town of Swannanoa one Sunday night in the early summer. Several business houses were entered. Then the robbers broke into Ward's Pharmacy by prying open a rear door. However, when they went into the store they were disappointed for the proprietor, **Mr. W. A. Ward**, had just removed several hundred dollars from the safe and left the door open. This Mr. Ward explained, has been his custom since his store was robbed three years ago. In addition, he places a sign over the safe door each night saying that the door is open so it will not be smashed by cracksmen. Apparently money was what the intruders wanted for nothing in the store was disturbed. Mr. Ward passes his idea for preventing the theft of cash on to other druggists. It may prove valuable in other localities.

Lambert Kuhn Leaves the South



Activities of Pharmacy Students at the University

The pharmacy students of the University held their last meeting for the college year on the evening of May 30. At this time **Attorney F. O. Bowman** made an interesting talk, explaining some of the pharmacy laws of the State and referring to the chain store situation. The members of the School of Pharmacy Faculty were also present. **Mr. R. G. Kale**, of Catawba, recently elected president of the pharmacy students, presided over the meeting. Other officers who have been elected for 1930-31 are Vice-President, **T. W. Gordon**, Hillsboro; Secretary, **B. H. Kent**, Lenoir, and Treasurer, **B. C. Brown**, Elkin.

Nowell's Pharmacy in Receivership

Ed. Nowell's Pharmacy, one of the most popular drug stores in Greensboro, located at 113 Elm St., is being operated under a temporary receivership, which was created on June 7. **Mr. P. A. Hayes** has been appointed as receiver, and will operate the store temporarily until he ascertains the best plan of disposing of the assets. It is desired to sell the store as a going concern.

Just as we went to press last month we learned that **Mr. Lambert Kuhn** had severed his connection with **Robt. M. Green and Sons**. A native of Chicago and a graduate of Tulane University, Mr. Kuhn came to this territory twenty-five years ago as salesman for **Robt. M. Green**. Later he was promoted by the company to the position of sales manager for the southeastern territory, covering all of Southern States. He continued in this capacity until April 1st when he resigned to become manager of the Pittsburgh Branch of the **Bishop and Babcock Co.** with headquarters in Pittsburgh. At the same time he felt obliged to tender his resignation to the **T. M. A.** as the new position takes him out of this territory. Mr. Kuhn took the keenest interest in the **N. C. P. A.** and always attended the annual meetings. He was a charter member of the **T. M. A.**, was one of its early presidents, and had served as secretary and treasurer of the organization for many years. Many friends throughout the State will miss Mr. Kuhn at the annual conventions and they are wishing for him every success as he begins his new duties in another locality.

Marriages

The marriage of Miss Dell Finch and Mr. August Charles Wabberson was solemnized in Henderson on the afternoon of June 11 at the home of the bride's parents. Mr. Wabberson was in the drug business in Bladenboro for a number of years, but recently became one of the proprietors of the C. and W. Pharmacy in Hamlet.

Deaths

Mr. Hubert D. Stancill, age 38, committed suicide on the morning of May 26 at his home near Greenville. He was a former service man and had been working as an assistant pharmacist in a Greenville drug store for the past two years. Recently, however, he had been engaged in farming. He was originally from Selma and the funeral was held in that town.

MR. MATTON RETIRES

(Continued from Page 240)

hard, watched his city grow from a village to a humming center of industry, and developed his own store into an enterprise that commanded the respect of druggists, doctors, and laymen alike. Now he is laying down the burdens that he carried so faithfully for a half century and at three score years and eleven retires from active service. This is as it should be, perhaps, and yet we can't quite visualize High Point without Mr. Matton in it as one of the leading druggists. Next time we are in the Furniture City we are going to persuade him to go with us to the store that is for us all so rich in memories of him and if only for an hour pretend that he still presides there. Then before he leaves we will hurry away with the mental picture of High Point as it always has been to us and as somehow it ought always to be.



Powers-Taylor Drug Company

IMPORTERS AND JOBBERS OF

Drugs and Druggists' Sundries

9, 11, 13, 15 and 17 South
Thirteenth Street
RICHMOND, VA.

Combined Floor Space of Both Buildings About 30,000 Square Feet

We Solicit Your Orders. They Shall Have Prompt
Attention, and Lowest Market Prices
Quotations Furnished on Request for Anything in
Our Line

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

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Second Vice-President.....	C. T. Durham, Chapel Hill
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Secretary-Treasurer N. C. Board of Pharmacy.....	F. W. Hancock, Oxford
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The 1930 meeting of the North Carolina Pharmaceutical Association will be held at Raleigh, August 11-13.



CHRISTOPHER COLUMBUS FORDHAM, Sr., of Greensboro
Fiftieth President of the North Carolina Pharmaceutical Association

GOING BACK AFTER FIFTY YEARS

From present indications the forthcoming meeting of the North Carolina Pharmaceutical Association in Raleigh will not only show a record-breaking attendance but the program as mapped out promises to provide an unusual amount of value to those who go. There is a happy balance of work and play in the schedule that will be followed and we believe that every delegate and visitor registered at the convention will return home with a higher appreciation of what the annual meetings mean.

Two addresses will feature the convention. One, by President H. C. Christensen of the A. Ph. A., and the other by Mr. Clyde L. Eddy of the Research Department of E. R. Squibb and Sons. Both of these men have had a long and varied experience in pharmacy and both are practical men who indulge in no flights of oratory but talk straight from the shoulder about subjects that every retail pharmacist is interested in.

A departure from the usual convention program will be the series of ten-minute talks to be given by druggists and traveling men. Every talk will be devoted to some question that is of lively interest and the speakers are men with an intimate knowledge of what they will say. A total of nineteen such talks will be given and a brief period for questions and discussions will follow each speaker.

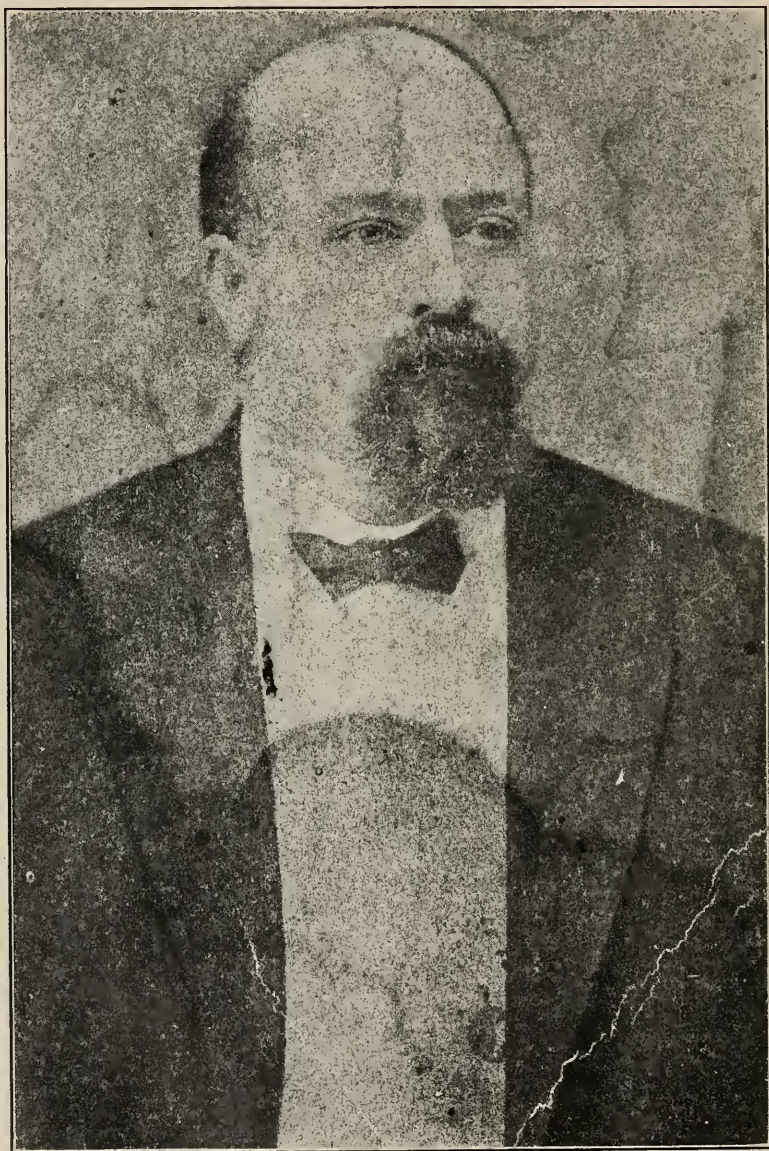
Legislation and taxation will be considered fully and a formal policy in relation to both will be adopted that will represent what organized pharmacy in this State wants and will work for.

The entertainment features include golf, baseball games, moving picture shows, drive over the city, two dances, a reception, a banquet, and a buffet luncheon.

Raleigh is easily reached from every direction either by train, bus, or private machine. Every highway for miles around is paved. The city is abundantly supplied with good hotels that offer every variety of rates. During the hot spell that is prevailing as these lines are written, Raleigh is proving to be the coolest large center between the coast and mountains.

Finally it should be remembered that the Association is celebrating this year its Semi-Centennial Anniversary. Exactly fifty years ago on August 11 the organization was founded in Raleigh. The meeting this year in the same city on the fiftieth birthday will, therefore, take on a sentimental importance that no previous meeting has had. Of the faithful, far-seeing hundred men who met and organized the Association in 1880, only a very few are still alive to go back and commemorate an event important to themselves and equally so to those of us who are benefiting from the movement they initiated. The Nadals, Pescuds, Lees, Simpsons, Hinsdales and ninety-odd others have passed on and can only in spirit consecrate the Golden Birthday of the Association. But there still remain of the original group five men to return to Raleigh and re-live in memory the happenings of a half century ago. They are: President E. V. Zoeller and Secretary F. W. Hancock, of the Board of Pharmacy; Messrs. H. R. Horne and John H. Hardin, retailers of Fayetteville and Wilmington, and Mr. T. R. Hood, retired druggist and business man of Smithfield. Five only but such a five. How nice it would be if in some fitting way we could demonstrate to them our affection and our appreciation. Doubtless they would be made more happy if there gathered this year in Raleigh a large delegation of retail druggists who would re-dedicate the organization to a program of constructive, energetic, and far-sighted purpose so that the five, in going home, could feel a renewed faith in the future of the organization they created, worked for, and will always love. No more fitting tribute could be paid this faithful five.

Let's go and pay it.



EDWARD MORSE NADAL, of Wilson
(1843-1896)

*Who Played a Prominent Part in the Organization of the State Association and Served
as its First President*

SYNOPSIS OF THE CONVENTION PROGRAM

Official Headquarters, Sir Walter Hotel

All sessions of the Association will be held in the Virginia Dare Ball Room of the Sir Walter Hotel

Monday, August 11

- 9:00 a.m.
Registration of Delegates. On Third Mezzanine of Sir Walter Hotel
- 10:00 a.m.
Meeting of Clerks' Section. The Manteo Room.
- 2:00 p.m.
First General Session of the North Carolina Pharmaceutical Association
- 3:00 p.m.
Meeting of Traveling Men's Auxiliary. The Manteo Room.
- 4:00 p.m.
Baseball Game. Raleigh vs. Henderson
- 5:00 p.m.
Drive over the City of Raleigh for the Ladies
- 7:30 p.m.
Second General Session of the Association
- 9:30 p.m.
Reception and Dance at the Sir Walter Hotel

Tuesday, August 12

- 9:30 a.m.
Card Party for the Ladies at the Carolina Hotel
- 9:30 a.m.
Third and Fourth Sessions of the Association
- 10:00 a.m.
Meeting of the Traveling Men's Auxiliary
- 1:00 p.m.
Buffet Luncheon for all Delegates and Visitors in the Post Office Building, Third Floor
- 2:00 p.m.
Continuation of the Third and Fourth General Sessions.
- 7:30 p.m.
T. M. A. Banquet and Ball

Wednesday, August 13

- 9:00 a.m.
Brief Meeting of the Proprietors' Section in the Manteo Room
- 9:30 a.m.
Fifth General Session of the Association
- 10:30 a.m.
Matinee for the Ladies at the State Theatre
- 1:45 p.m.
Final Adjournment of the Association
- 2:00 p.m.
Barbecue for all delegates and visitors registered for the convention at the State Fair Grounds
- 4:00 p.m.
Organization Meeting of the new Executive Committee



B. FRANK PAGE, of Raleigh
Local Secretary of the Semi-Centennial Meeting of the Association

DETAILED PROGRAM OF THE FIFTY-FIRST ANNUAL MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Monday, August 11

The registration of delegates and visitors will be under the direction of Assistant Secretary C. M. Andrews. The registration begins at 9:00 a.m. and will continue throughout the day. A fee of \$1.00 will be charged each person participating in the program of the convention. This fee entitles the registrant to a badge which will serve as a card of admission to every convention event.

Meeting of the Clerks' Section

10:00 a.m.

The Manteo Room—Sir Walter Hotel

Section Called to Order by Chairman F. H. Scroggs.

Address by the Chairman.

Appointment of Nominating Committee.

Appointment of Resolutions Committee.

Report of Secretary G. O. Tripp.

Reading and Discussion of Papers.

Miscellaneous business.

Election of new officers.

First General Session of the Association

2:00 p.m.

The Virginia Dare Ball Room—Sir Walter Hotel

Convention Called to Order by President C. C. Fordham, Sr.

Invocation by Rev. Jas. B. Turner.

Address of Welcome by Hon. Josephus Daniels.

Response by First Vice-President C. B. Miller.

Address of Welcome on Behalf of the Local Druggists by Hon. Gilliam Grissom.

Response by Mr. J. A. Goode.

Roll Call by the Secretary.

Reading of Minutes of Preceding Meeting.

Applications for Membership Received and Acted Upon.

Reception of Visiting Delegates.

General Announcements by Local Secretary B. Frank Page.

Appointment of Nominating Committee.

Appointment of Committee on Time and Place of Next Meeting.

Annual Address of the President.

Annual Report of the Secretary-Treasurer.

Annual Report of the Executive Committee.

Receipt of Resolutions. All resolutions must be submitted in writing.

Annual Report of Secretary-Treasurer F. W. Hancock of the North Carolina Board of Pharmacy.

Adjournment of the First Session.

3:00 p.m.

Meeting of the Traveling Men's Auxiliary. The Manteo Room.

4:00 p.m.

Baseball game, Raleigh vs. Henderson. Tickets to the game will be given each man registered for the convention through the courtesy of the local druggists.

5:00 p.m.

Automobile drive over the City of Raleigh tendered the ladies registered at the convention by the druggists of Raleigh.

Second General Session

7:30 p.m.

"The Three Call Line." A moving picture film presented through the courtesy of the Eastman Kodak Company.

"These Changing Times." A moving picture film presented through the courtesy of the Coca-Cola Company.

Report of the Scientific Section by Chairman M. L. Jacobs.

Scientific Papers presented. (Titles to be announced later.)

9:30 p.m.

Informal reception and dance tendered every person registered for the convention and given in honor of the Association by the Capudine Chemical Company. Place: The Virginia Dare Ball Room of the Sir Walter Hotel.

Tuesday, August 12

9:30 a.m.

Card party for all ladies registered for the convention. Place: The Carolina Hotel. This event will be under the direction of the Woman's Entertainment Committee, Mrs. G. A. Iseley, Chairman.

Third and Fourth General Sessions

9:30 a.m.

Beginning at 9:30 a.m. and continuing throughout the day. An intermission of one hour will be taken at 1:00 p.m. during which every person, man and woman, registered for the convention, will be guests at a buffet luncheon on the third floor of the postoffice building, given by Mr. Gilliam Grissom, Collector of Internal Revenue.

Convention called to order by the President.

Action on the Changes Proposed in the Constitution and By-Laws. (See mimeographed copies of these proposed changes.)

Address by Dr. H. C. Christensen, President of the American Pharmaceutical Association.

Joint Meeting of the Proprietors Section and the Commercial Clinic presided over by President Fordham and Chairman H. M. Cooke.

Address by the Chairman of the Proprietors Section.

Appointment of the Nominating and Resolutions Committees by the Chairman of the Proprietors' Section.

Report of Secretary Jos. Hollingsworth.

Address by Mr. Clyde Eddy, Manager, Retail Research Department, E. R. Squibb and Sons. Subject: "Seven Ways to Meet Competition."

Commercial Clinic. The following ten-minute talks will constitute the program of the Commercial Clinic. The time of each talk will be limited strictly to ten minutes. Five minutes for questions and discussions will be allowed after each talk is presented:

"Merchandising Candy on Mother's Day and at Christmas." Ed. C. Adams.

"Magazines." E. E. Missildine.

"Practical Requisites of a Modern Drug Store Proprietor." J. A. Goode.

"Effect of Window and Store Display on Sales in Towns of 15,000." P. B. Bissette.

"Systematic Buying." J. C. Hood.

"Stationery." A. Coke Cecil.

"Garden Seeds." J. G. Ballew.

"Commercial Side of Professional Pharmacy." I. W. Rose.

"Store Arrangement." A. E. Weatherley.

"Cherokee Indian Crafts and Curios." K. E. Bennett.

"How to Meet Chain Drug Store Competition." E. W. O'Hanlon.

"Merchandising Ten-Cent Items." C. B. Miller.

Series of ten-minute talks by members of the Traveling Men's Auxiliary:

"The Proper Merchandising of Box Candies." Sterling L. Hubbard. Discussion by J. Land, R. H. Alexander, J. K. Civil and Members of N. C. P. A.

"The Value of Counter and Window Display." W. F. Dixon. Discussion by M. J. Leimkuhler, H. H. Huggins, John Foege, Jr., and Members of N. C. P. A.

"The Value of Properly Displayed Candies." A. D. Pollard. Discussion by R. E. Hunter, W. A. Burwell, A. G. Webb and Members of N. C. P. A.

"How One Druggist Improved His Buying." Fred Harris. Discussion by J. K. Civil, W. M. McElveen, John Rowe and Members of N. C. P. A.

"The Value of Good Fountain Service." M. W. Stone. Discussion by Fred Goodrich, T. M. Stanback and H. H. Huggins.

"Why do Druggists Buy for Cash and Sell for Credit." H. H. Huggins. Discussion by W. A. Sappenfield, F. L. Bundy, S. L. Hubbard and Members of N. C. P. A.

"Some Druggists I Have Met." J. K. Civil. Discussion by Fred Harvis, A. Underwood and P. A. Hayes.

Reading and Discussion of Papers. Conducted by Chairman C. B. Miller of the Papers and Queries Committee.

Adjournment of the Third and Fourth Sessions.

7:30 p.m.

A banquet and ball tendered in honor of the members of the Association, their families and guests by the Traveling Men's Auxiliary. This event will be informal and will be held in the Virginia Dare Ball Room of the Sir Walter Hotel.

Wednesday, August 13

9:00 a.m.

A Brief Meeting of the Proprietors' Section will be held in the Manteo Room for the consideration and adoption of resolutions submitted at the Tuesday session and for the election of officers for the ensuing year.

10:30 a.m.

State Theatre Matinee for the Ladies.

Fifth General Session

9:30 a.m.

Convention Called to Order by the President.

Report of Attorney F. O. Bowman.

Action on Resolutions submitted by the Sections.

Report of the Legislative Committee by Chairman G. K. Grantham.

Report of the Resolutions Committee by Chairman Warren W. Horne.

Report of the Trade Interests Committee by Chairman J. P. Stowe.

Report of the Committee on Co-operative Advertising by Chairman E. L. Tarkenton.

Report of the Insurance Committee by Chairman R. K. Blair.

Report of the Committee on the Principles of Business Practice by Chairman E. L. Tarkenton.

Report of the Delegates to the A. Ph. A. by J. G. Beard.

Report of the Delegates to the N. A. R. D. by Chairman J. A. Goode.

Report of the Delegates to the U. S. P. Convention by J. G. Beard.

Report of the Committee on the President's Address.

Discussion of General Policies to be adopted, including Legislation.

Report of the Nominating Committee.

Election of Officers.

Report of the Committee on Time and Place of Next Meeting.

Miscellaneous Business.

Installation of Officers for the ensuing year.

Final adjournment of the convention.

2:00 p.m.

Barbecue tendered all members and guests registered for the meeting by the W. H. King Drug Co., of Raleigh, at the State Fair Grounds. Cars will be in readiness in front of the Sir Walter Hotel to carry the guests to the Fair Grounds.

4:00 p.m.

Organization meeting of the new Executive Committee. It is necessary for every member of the Committee to be present since most important business will be acted upon.



SAMUEL JOHNSTON HINSDALE, of Fayetteville
(1817-1894)

The oldest druggist in the State at the time the Association was formed. He presented the first paper before the 1880 convention. He was also the second president of the organization.

DRUG CONDITIONS IN CONNECTICUT IN 1831

By S. J. HINSDALE, of Fayetteville

(First paper presented before the North Carolina Pharmaceutical Association at the Organization meeting in Raleigh, August 11, 1880, and appearing on pages 18-20 of the 1880 Proceedings of the Association.)

Mr. President and Gentlemen of the North Carolina Pharmaceutical Association:

I am much pleased to meet with you on this occasion.

I have for some years thought that this Association should be formed; and probably if I had had the energy and enterprise of our friends at Wilson, I should have done something towards it long since.

I have attended several meetings of the American Pharmaceutical Association, where there were present delegates from the Associations of Richmond, Tennessee, Georgia, Louisville, South Carolina, and from many of the Northern States.

I am glad that North Carolina will be represented in its next meeting at Saratoga, in September. These Associations tend to improve the science of Pharmacy, and to stimulate the Druggist to keep well up with the progress of Chemistry.

In this State our annual meetings will bring us together, and we will become better acquainted with each other.

The druggist is generally not much of a traveler, his occupation keeping him very much confined. Though I have been in the business in Fayetteville more than thirty-seven years, I have not made the acquaintance of more than twelve or fifteen druggists in the State, till now.

I presume that I am the oldest druggist in the State. I mean that I have probably been longer engaged in the business. (I must, however, except my friend, Dr. Duffy, of Newbern). If you will submit to be bored for a very short time, I will tell you of the drug business as it was when I was a boy in a drug store in Connecticut in 1831, about fifty years ago.

The drug clerk of this day has little idea of the amount and variety of work in the business, at that time. For instance, almost all drugs were bought in a crude state; and the large iron mortar, with its heavy wrought iron pestle, and the boxed sieve, were in daily use. I think there was only one establishment in the country which furnished powdered drugs. Opium, Cantharides, Aloes, Serpentaria, Gamboge, Scammony, Myrrh, Gum Arabic, and even Ipecac, Rhubarb and Jalap, had to go through the big mortar and boxed sieve. Cinchona, Gentian, Serpentaria, Columbo, and Nutgalls (for making ink), had to be reduced to a coarse powder. The marble mortar was used for Pil. Hydrarg., and Unguentum Hydrarg.; and I well remember how much rubbing it required to extinguish the globules of mercury. A half pound of Pil. Hydrarg. was a good quantity to make at one time.

We had all our plasters, such as: Emp. Plumbi, Resinae, Roborans, Hydrargyri, etc., to make and form into half-pound rolls. The demand for Burgundy Pitch Plasters was large, of which all sizes had to be spread and ready for sale.

Tom Alcock, a fellow-clerk of mine, in New York City, in 1835, has saved you a vast amount of work by the introduction of his Poreous Plasters.

We manufactured Liquid and Paste Blacking, Ink, Seidlitz and Soda Powders, Pomatum, Cosmetics, etc. There were few so-called Patent Medicines. I remember among them, large variety of remedies, but they did not sell well. The demand for "Steer's and Liquid Opodeldoc," "Bateman Drops" and "British Oil," was large. Brandreth introduced his pills about the year 1834. Many people had their favorite family recipes for Tonic Mixtures, etc. I remember one which I prepared a good many times. It was Extract Taraxacum, one-
"Lee's New London and Windham Pills;" "Anderson's and American Cough Drops;"

"Ching's Worm Lozenges," and "Morrison's Pills." We had also "Phelp's Tomato Pills," Whitwell's Opodeldoo" and "Catarrh Snuff." T. M. Dyott, of Philadelphia, introduced a quarter of a pound Boneset, two ounces, with some carminatives, in half a gallon of Rum and Water; dose: half a wineglassfull. I suppose that was for the liver. Judging from the demand at the present time for Liver Pills, Liver Regulators and Liver Pads, that organ still makes itself disagreeable. We had calls too, to compound other recipes, such as: Tonics, Liniments, etc., which had no doubt been used in families for generations. We had frequent calls for "Pink and Senns," "Elixir Pro," "Elixir Salutis," "Spiced Rhubarb," "Hull's Physic," a compound of Aloes and Spices, and "Senna, Manna, and Salts." Mineral Waters were not used. Physicians generally kept their stock of medicines, though we had some prescription business. We sold a great deal of Dye Stuffs to the country clothiers, who were located on every creek and brook in Connecticut. The large factories have long since absorbed their business. We sold them Logwood, Niewood and Fustie in the stick like cordwood; also Camwood, Acids, Indigo, etc. The acids in those days were not as well put up as now; the Carboy was packed in a half of a flour barrel and was easily broken, the hoops of the barrel frequently breaking or coming off. We sold only English and Wetherells' Philadelphia dry White Lead. It was bought in casks of about 800 pounds each. The consumer often ground it in an iron kettle with a cannon ball, the kettle was swung by a chain, that it might be rotated. Oxide Zinc was not then used as a pigment. The usual adulterations of White Lead, were Spanish Whiting and Sulphate Baryta. Varnishes were made very much by the carriage and cabinet makers. We sold them Spirits of Turpentine, Gum Copal and Shellac. Spirits Turpentine was frequently sold in double casks, the outer one containing water. We sold a good deal of Sperm and Whale Oil, which, with candles, was the only source of light, gas not having been introduced except in a limited way, in New York City. The Tinder Box, Flint and Steel were in every house. The only matches then used besides the common Brimstone Match was a French article, sold at 25 cents a box; they were tipped with Potas. Chlorate and Autimon. Sulphas, and were ignited by plunging into a vial filled with Asbestos, saturated with Hydric Sulphate. About 1832, or 1833, the Lucifer Match appeared, an English article, which was ignited by drawing through a piece of folded sand paper, sold at ten cents a box. Then came the Loco Foco Match, the same which we now use, but not so scientifically and nicely made. This Match gave the name "Loco Foco" to the Democratic party. On the occasion of a row in Tammany Hall, when the lights were put out, a good many Democrats produced their boxes of Matches and lighted up the Hall. This was before the day of John Kelly, but they had "loud" meetings in old Tammany Hall, in those days. We sold a great deal of Huxham's and Whytt's Tincture of Bark, put up in quart junk bottles. Peruvian Bark was very much used in the crude state. The first bottle of Quinine I opened, I think, was in 1831; it was Pelletier's and cost \$14, and was prescribed in very small doses. We had no Chloroform nor Sugar-coated Pills, and the Bromides were not used. We always kept a good stock of Spring and Thumb Lancets and Leeches.

Now, gentlemen, thanking you for your patience, I will close. I will, however, suggest that we all rely too much on the Manufacturing Pharmacists and Chemists; we make too few of our Elixirs, Fluid Extracts, etc. I think if the number of these articles was reduced, it would be well. But as through the advertisements of these Manufacturing Chemists very many are called for, we have to keep them all; I advise you to make as many of these compounds as you can, and you will then know that they are genuine and of proper strength. See to it that those which you have to buy are procured of reliable houses. On one occasion a salesman came to our town to solicit orders. Among other preparations, he recommended his Fluid Extract of Ergot, as being made from *fresh leaves*, when it was suggested he was mistaken he said it was from the *fresh root*. I presume his employers were better posted in Pharmacy. I have much enjoyed this very pleasant meeting of our brethren, and I hope that the interest in this Association will constantly increase, and that our next meeting will be well attended.

OFFICERS AND COMMITTEEMEN SERVING AT THE SEMI-CENTENNIAL MEETING

Officers

C. C. Fordham, Sr., Greensboro.....	President
C. B. Miller, Goldsboro.....	} Vice-Presidents
Carl T. Durham, Chapel Hill.....	
G. A. Iseley, Raleigh.....	
J. G. Beard, Chapel Hill.....	Secretary-Treasurer
C. M. Andrews, Burlington.....	Assistant Secretary-Treasurer
Alice Noble, Chapel Hill.....	Associate Secretary
B. Frank Page, Raleigh.....	Local Secretary
F. O. Bowman, Chapel Hill.....	General Counsel
H. M. Cooke, <i>Chairman</i> , Spencer.....	} Proprietors' Section
Jos. Hollingsworth, <i>Secretary</i> , Mount Airy.....	
F. H. Scroggs, <i>Chairman</i> , Wilson.....	} Clerks' Section
G. O. Tripp, <i>Secretary</i> , Elm City.....	
M. L. Jacobs, <i>Chairman</i> , Chapel Hill.....	Scientific Section

Committees

EXECUTIVE

	C. C. Fordham, Sr., <i>Chairman</i>	
C. B. Miller	J. G. Beard	W. W. Horne
Carl T. Durham	J. C. Brantley	P. C. Stratford

LEGISLATIVE

G. K. Grantham, <i>Chairman</i>
F. W. Hancock
J. P. Stowe
J. A. Goode
I. W. Rose

RESOLUTIONS

W. W. Horne, <i>Chairman</i>
I. W. Rose
C. L. Eubanks
H. M. Cooke
J. A. Goode

INSURANCE

R. K. Blair, <i>Chairman</i>
F. O. Bowman
S. E. Welfare
C. T. Council
F. G. Jacocks

PAPERS AND QUERIES

C. B. Miller, <i>Chairman</i>
G. A. Iseley
A. B. Kunkle

TRADE INTERESTS

J. P. Stowe, <i>Chairman</i>
B. Frank Page
C. E. Matthews, Jr.

PRINCIPLES OF BUSINESS PRACTICE

E. L. Tarkenton, <i>Chairman</i>
E. R. Thomas
A. C. Cecil

Delegates

A. Ph. A.

C. B. Miller, <i>Chairman</i>
W. W. Horne
J. G. Beard

N. A. R. D.

J. A. Goode, <i>Chairman</i>
C. L. Eubanks
J. P. Stowe

U. S. P. CONVENTION

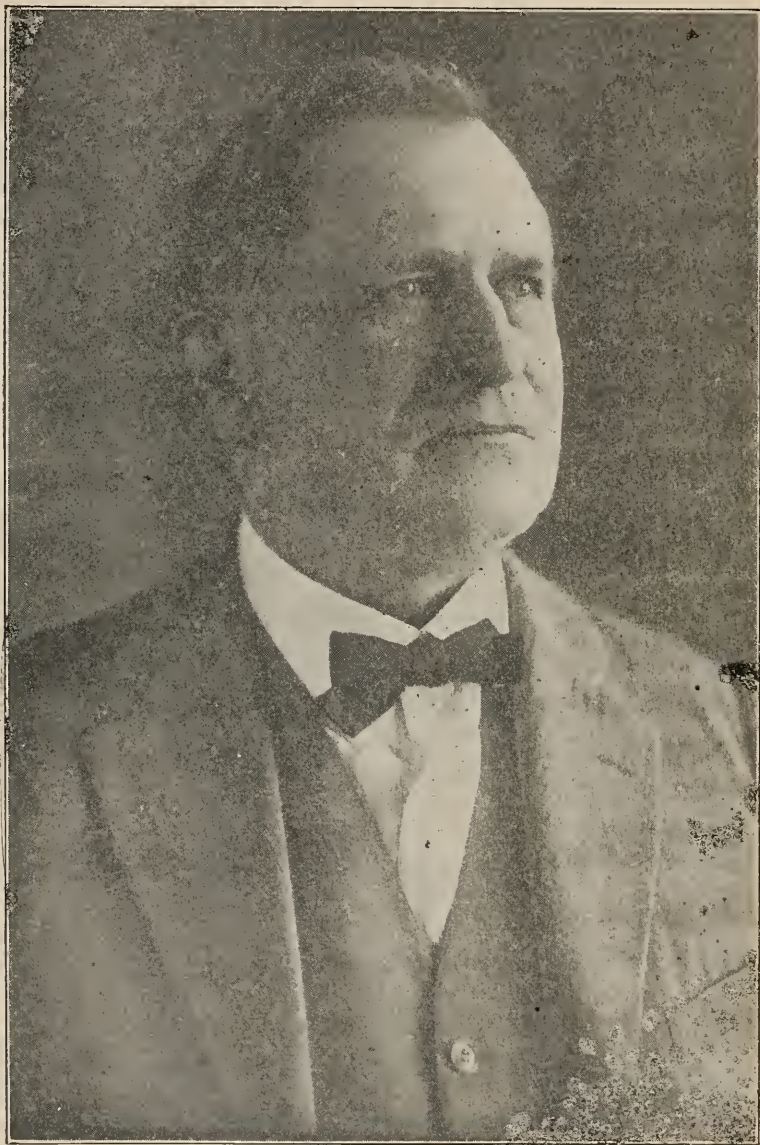
J. G. Beard, <i>Chairman</i>
E. V. Zoeller
W. W. Horne

Local Committees

Chairman of the Raleigh Entertainment Committee.....	J. C. Brantley
Chairman of the Ladies Entertainment Committee.....	Mrs. G. A. Iseley
T. M. A. Entertainment Committee.....	Warren Christian and W. A. Burwell, <i>Chairmen</i>

T. M. A. Officers

S. L. Hubbard, Reidsville.....	President
W. McElveen, Charlotte.....	Vice-President
Lambert Kuhn, Pittsburgh, Pa.....	Secretary-Treasurer (Resigned)



HON. GILLIAM GRISSOM, of Raleigh

Collector of Internal Revenue, who will tender the delegates a buffet luncheon on the second day of the convention

OFFICERS OF THE ASSOCIATION SINCE ITS ORGANIZATION

During the fifty years in which the N. C. P. A. has functioned the following men have directed its work. The names of those officers who are now deceased are printed in italics. The places in which the several conventions have been held are also listed.

PRESIDENTS

<i>E. M. Nadal</i> , Wilson.....	1880-1881
<i>S. J. Hinsdale</i> , Fayetteville.....	1881-1882
<i>William Simpson</i> , Raleigh.....	1882-1883
<i>W. H. Green</i> , Wilmington.....	1883-1884
<i>V. O. Thompson</i> , Winston.....	1884-1885
<i>H. R. Horne</i> , Fayetteville.....	1885-1886
<i>A. W. Rowland</i> , Wilson.....	1886-1887
<i>F. W. Hancock</i> , New Bern.....	1887-1888
<i>T. D. Crawford</i> , Oxford.....	1888-1889
<i>J. D. Croom</i> , Maxton.....	1889-1890
<i>E. V. Zoeller</i> , Tarboro.....	1890-1891
<i>W. H. Wearn</i> , Charlotte.....	1891-1892
<i>H. R. Cheers</i> , Plymouth.....	1892-1893
<i>N. D. Fetzer</i> , Concord.....	1893-1894
<i>J. Hal Bobbitt</i> , Raleigh.....	1894-1895
<i>P. W. Vaughan</i> , Durham.....	1895-1896
<i>Augustus Bradley</i> , Burlington....	1896-1897
<i>J. P. Stedman</i> , Oxford.....	1897-1898
<i>W. M. Yearby</i> , Durham.....	1898-1899
<i>J. B. Smith</i> , Lexington.....	1899-1900
<i>R. H. Jordan</i> , Charlotte.....	1900-1901
<i>E. W. O'Hanlon</i> , Winston-Salem..	1901-1902
<i>H. T. Hieks</i> , Raleigh.....	1902-1903
<i>W. A. Leslie</i> , Morganton.....	1903-1904
<i>G. K. Grantham</i> , Dunn.....	1904-1905
<i>T. R. Hood</i> , Smithfield,	1905-1906
<i>C. A. Raysor</i> , Asheville.....	1906-1907
<i>Chas. R. Thomas</i> , Thomasville....	1907-1908
<i>J. E. Shell</i> , Lenoir.....	1908-1909
<i>G. F. Watson</i> , Southport.....	1909-1910
<i>Max T. Payne</i> , Greensboro.....	1910-1911
<i>E. T. Whitehead</i> , Scotland Neck..	1911-1912
<i>J. G. M. Cordon</i> , Clayton.....	1912-1913
<i>C. P. Harper</i> , Selma.....	1913-1914
<i>G. C. Goodman</i> , Mooresville....	1914-1915
<i>E. L. Tarkenton</i> , Wilson.....	1915-1916
<i>E. G. Birdsong</i> , Raleigh.....	1916-1917
<i>G. A. Matton</i> , High Point.....	1917-1918
<i>S. E. Welfare</i> , Winston-Salem....	1917-1918

<i>G. R. Pilkington</i> , Pittsboro.....	1919-1920
<i>E. E. Missildine</i> , Tryon.....	1920-1921
<i>I. W. Rose</i> , Rocky Mount.....	1921-1922
<i>J. A. Goode</i> , Asheville.....	1922-1923
<i>P. A. Lee</i> , Dunn.....	1923-1924
<i>J. P. Stowe</i> , Charlotte.....	1924-1925
<i>A. A. James</i> , Winston-Salem....	1925-1926
<i>C. L. Eubanks</i> , Chapel Hill.....	1926-1927
<i>R. R. Copeland</i> , Ahoskie.....	1927-1928
<i>Warren W. Horne</i> , Fayetteville..	1928-1929
<i>C. C. Fordham, Sr.</i> , Greensboro..	1929-1930

SECRETARIES

<i>T. C. Smith</i> , Charlotte.....	1880-1882
<i>J. C. Munds</i> , Wilmington.....	1882-1887
<i>E. V. Zoeller</i> , Tarboro.....	1887-1890
<i>F. W. Hancock</i> , Oxford.....	1890-1894
<i>H. R. Horne</i> , Fayetteville.....	1894-1899
<i>P. W. Vaughan</i> , Durham.....	1899-1912
<i>J. G. Beard</i> , Chapel Hill.....	1912-1918

TREASURERS

<i>John S. Pescud</i> , Raleigh.....	1880-1882
<i>A. S. Lee</i> , Raleigh.....	1882-1891
<i>A. J. Cook</i> , Fayetteville.....	1901-1906
<i>G. K. Grantham</i> , Dunn.....	1906-1909
<i>G. E. Burwell</i> , Charlotte.....	1909-1917
<i>E. V. Howell</i> , Chapel Hill.....	1917-1918

SECRETARY-TREASURERS

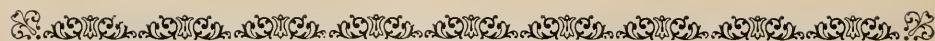
<i>J. G. Beard</i> , Chapel Hill.....	1918-to date
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ASSISTANT SECRETARY-TREASURERS

<i>C. M. Andrews</i> , Burlington....	1924-to date
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PLACES OF MEETING AND LOCAL SECRETARIES

Raleigh, 1880.....	Organization Meeting
New Bern, 1881.....	Business Committee
Winston, 1882.....	<i>S. H. Smith</i>
Wilmington, 1883.....	<i>John H. Hardin</i>
Charlotte, 1884.....	<i>L. R. Wriston</i>
Greensboro, 1885.....	<i>R. G. Glenn</i>
Fayetteville, 1886.....	<i>B. E. Sedberry</i>

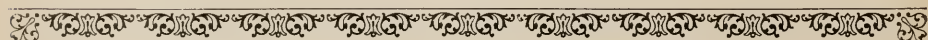


Asheville, 1887.....	W. C. Carmichael	Greensboro, 1909.....	Max T. Payne
Goldsboro, 1888.....	H. C. Shannon	Charlotte, 1910.....	J. P. Woodall
Durham, 1889.....	P. W. Vaughan	Morehead City, 1911.....	F. W. Hancock
Morehead City, 1890.....	F. W. Hancock	Waynesville, 1912.....	G. E. Burwell
Morehead City, 1891.....	R. J. Gooding	New Bern, 1913.....	C. D. Bradham
Raleigh, 1892.....	W. H. King	Hendersonville, 1914.....	W. H. Justus
Greensboro, 1893.....	F. A. Bobbitt	Durham, 1915.....	P. W. Vaughan
Asheville, 1894.....	W. G. Smith	Wrightsville Beach, 1916....	D. A. Elvington
Morehead City, 1895.....	B. C. Jones	Asheville, 1917.....	C. A. Raysor
Morehead City, 1896.....	C. D. Bradham	Raleigh, 1918.....	Henry T. Hicks
Raleigh, 1897.....	J. H. Bobbitt	Wrightsville Beach, 1919....	R. R. Bellamy
Charlotte, 1898.....	W. H. Wearn	Asheville, 1920.....	C. A. Raysor
Durham, 1899.....	P. C. Sneed	Charlotte, 1921.....	R. K. Blair
Wilmington, 1900.....	John H. Hardin	Winston-Salem, 1922.....	A. A. James
Winston-Salem, 1901.....	E. W. O'Hanlon	Greenville, S. C., 1923.....	R. K. Blair
Morehead City, 1902.....	C. D. Bradham	Wrightsville Beach, 1924.....	J. D. Nutt
Morehead City, 1903.....	F. S. Duffy	Blowing Rock, 1925.....	J. G. Ballew
Asheville, 1904.....	W. C. Carmichael	New York City, 1926....	Turner F. Currens
Morehead City, 1905.....	F. S. Duffy	Greensboro, 1927.....	Ed. Nowell
Wrightsville Beach, 1906.....	G. Y. Watson	Morehead City, 1928.....	Walter Hufham
Lake Toxaway, 1907.....	F. V. Hunter	Asheville, 1929.....	J. A. Goode
Morehead City, 1908.....	D. R. Davis	Raleigh, 1930.....	B. F. Page

NEW OFFICERS OF THE ASSOCIATION

The following officers, elected by mail ballot in 1929, will be installed at the Raleigh meeting of the Association:

C. B. Miller, Goldsboro.....	President
J. C. Hood, Kinston.....	} Vice-Presidents
G. A. Iseley, Raleigh.....	
Fred Hester, Asheville.....	
J. G. Beard, Chapel Hill.....	Secretary-Treasurer
J. C. Brantley, Raleigh.....	} Members of the Executive Committee
J. A. Goode, Asheville.....	
Warren W. Horne, Fayetteville.....	



HOTEL ACCOMMODATIONS

The Sir Walter Hotel has been selected as convention headquarters. The management has offered the following convention rates:

Single rooms, \$2.50, \$3.00, \$3.50, \$4.00-\$6.00 per day.

Double rooms with twin beds, \$5.00, \$6.00, \$7.00, \$7.50-\$10.00 per day.

The hotel is operated on the European plan and the rates are for rooms only.

A number of other hotels in Raleigh are prepared to take care of convention guests, and as some of the delegates may want to make reservations at one of these hotels we are quoting rates.

The Carolina Hotel

Single rate—one person with bath, \$2.50, \$3.00, \$3.50.

Double rate—two persons with double bed and bath, \$4.00, \$5.00, \$6.00.

Double rate—two persons with twin beds and bath, \$5.00, \$6.00, \$7.00.

The Bland Hotel

One person—single room with bath, \$2.00-\$2.50.

One person—single room without bath, \$1.50-\$1.75.

Two persons—double room with bath (each person), \$3.00-\$4.00.

Two persons—double room without bath (each person), \$2.50-\$3.00.

The Mansion Park Hotel

One person—single room with bath, \$2.00.

One person—single room without bath, \$1.50.

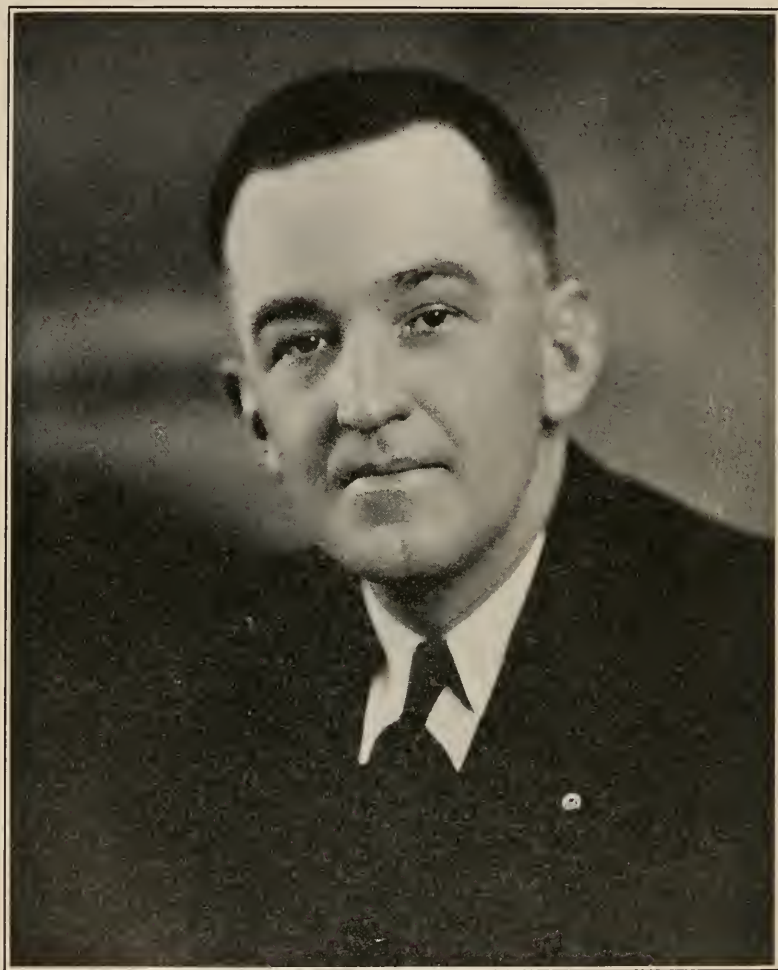
Two persons—double room with double bed and bath, \$3.50.

Two persons—double room with twin beds and bath, \$4.00.

Two persons—double room without bath, \$3.00.



CLYDE L. EDDY, of New York City
*Manager Retail Research Department
E. R. Squibb and Sons, who will address the
delegates the second day of the convention.*



S. L. HUBBARD, of Reidsville

One of the prime movers in promoting the attendance at the Raleigh meeting this year is the genial representative of the Norris Candy Co., whose picture is shown on this page. As President for the past year of the Traveling Men's Auxiliary, Mr. S. L. Hubbard has interested himself actively in every movement calculated to make the Raleigh meeting entertaining and profitable for the men and women who will be in attendance. He has given unsparingly of his time and efforts not only to advertise the convention among his retail patrons, but to improve the character of the entertainment and add to the value of the business program.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Chapel Hill, N. C.

Williamson Bill Now Law

The Williamson Bill, abolishing the prohibition bureau in the Treasury Department and transferring it to the Department of Justice, became a law on May 27, when it was signed by President Hoover. The act became effective July 1. Under its provisions, the twenty-five hundred employees who administer the law were shifted from the jurisdiction of the Treasury Department to that of Assistant Attorney General, G. Aaron Youngquist. A director of enforcement will be appointed as an officer of the Department of Justice. As provided in the new law, the Treasury Department will combine with the Department of Justice in controlling industrial alcohol permits, and it is understood that Dr. Doran, Commissioner of Prohibition prior to the passage of the Williamson Act, will have charge of the work for the Treasury Department.

The measure was opposed throughout by the various organizations representing the alcohol using industries. Both national and local drug associations sought to have the permissive features of prohibition enforcement left under the control of the Treasury Department. On the other hand, the measure as urged by the President and had the approval of the Law Enforcement Commission, Secretary Mellon and Attorney General Mitchell.

Porter Narcotic Act Amended

The Porter Narcotic Bureau Act transferring the narcotic division of the Prohibition Bureau to a new bureau to be known as the Bureau of Narcotics, just recently enacted, was amended on June 23 by the passage of the Hawley Resolution, so as to make the act become effective July 1. The President is expected to appoint a Commissioner of Narcotics at an early date. Regulations 5, for the enforcement of the Har-

ison Act and the regulations for the administration of the Narcotic Drugs Import and Export act as provided in the Porter Act, were revised so as to become operative on July 1, the effective date of the new law.

Consider the Drug Inspector

Suppose for the moment you were the drug inspector in your particular state. What problems would confront you? First, of course, you have in mind enforcing the law along educational rather than "strong arm" methods. Your job was created as an aid to the protection of public health and the laws you enforce are designed first for the protection of the people and, second, for the aid of right-minded pharmacists who are trying to serve the people efficiently under the best pharmaceutical standards.

But just ask your state drug inspector to tell you some of his experiences! You'll find to your dismay that there are many so-called professional men whose idea of ethics is "anything that will get by and make the cash register ring." You'll find also that there are prosecuting attorneys who desire to make no gesture for convicting law violators even though the evidence is laid before them as clearly and effectively as possible by the drug inspectors. You'll find that many of the newspapers ignore the statement of law and prefer to keep names of pharmacy law violators out of their news columns simply because the violators are local people.

In too many instances the state drug inspector is regarded not as a representative of the state government working in the interests of better public health, but instead is viewed with suspicion and in the light of a "snooper" trying to make trouble for "a poor, honest storekeeper."

Imagine, if you can, the problems that face the inspector as he goes about his

daily task. The job is a big one for any man, no matter how much patience and diplomacy he may have.

That the inspector's task is a big one you will readily agree. The duties assigned to him in almost every instance are multitudinous. Among other things in the majority of the Southern states the inspector is required to check up on registered pharmacies. He must be certain that each pharmacy is registered every year. This is an additional burden that makes his work of pharmacy law enforcement even more difficult, for checking up on all stores takes time away from his other duties. Much aid can be given by individual pharmacists who will hasten to send in their fees and ask registration of the store when the proper time arrives. Elimination of delinquents would mean much to the state drug inspector.

There are other ways in which you can give him and his staff a helping hand. They are numerous and need not be repeated here. You will recognize them readily. Do all in your power to help the inspector with his job. The result will be better pharmacy in the state, better public health conditions and fewer violations of the laws relating to pharmacies. (Ed. *Southeastern Drug Journal*.)

Federal Trade Commission Reports on Chains

The Federal Trade Commission, acting under the direction and authority of the Brookhart resolution, adopted by the Senate in May 1928, to undertake an inquiry into the chain store system of marketing and distribution, is steadily progressing with its survey, according to a recent report of the Commission. A study has been made of prices in Washington, D. C., and Cincinnati, Ohio. From the latter city, the crew assigned to the work moved to Des Moines, Iowa.

The resolution directed the Commission to ascertain and report: The extent to which such (chain stores) consolidations have been effected in violation of the anti-trust laws, if at all; the extent to which consolidations and combinations of such organizations are susceptible to regulation under the Federal Trade Commission Act or the anti-trust

laws, if at all, and what legislation, if any, should be enacted for the purpose of regulating and controlling chain store distribution. It also required the Commission to ascertain: The extent to which the chain store movement has tended to create a monopoly or concentration or control in the distribution of any commodity either locally or nationally, evidences indicating the existence of unfair methods of competition in commerce or of agreements, conspiracies, or combination in restraint of trade involving chain store distribution; the advantages or disadvantages of chain store distribution in comparison with those of other types of distribution as shown by prices, costs, profits, and margins, quantity of goods and services rendered by chain stores and other distributors or resulting from integration, managerial efficiency, low overhead or similar causes; how far the rapid increase in the chain store system of distribution is based upon actual savings in costs of management and operation and how far upon quantity prices available only to chain store distributors or any class of them; whether or not such quantity prices constitute a violation of either the Federal Trade Commission Act, the Clayton Act, or any other statute, and what legislation, if any, should be enacted in reference to such quantity prices.

In its recent report, forwarded to the President of the Senate, progress on the Chain Store inquiry was outlined in the survey made in the cities above referred to. In this connection the report stated:

"It is but seldom appreciated that in procuring returns to extensive schedules such as those employed in this inquiry, the follow-up work involved is often several times greater than that required for the preparation and mailing of the schedules in question. In order to procure anything like an adequate response to schedules, it has been necessary to use repeated follow-up letters. On the wholesale schedule alone, in excess of 18,500 form letters (of which about 2,000 were registered) have already gone out, and on the chain store schedule about 8,500 of which about 1,500 were registered. About 20,000 form follow-up letters have also gone out to retailers. The balance of the retail schedules remain to

be followed up and several thousand more letters will be sent out to chain stores in the near future.

"In addition to this routine follow-up of schedule to which no replies have been made, thousands of dictated follow-up letters to both wholesale dealers, chain stores, and cooperative and voluntary chains have been necessary, explaining the schedules or questions contained in them, urging the cooperation of unwilling companies, answering various inquiries, responding to requests for duplicate schedules, and the like. To illustrate the difficulty encountered in this work, some 600 wholesalers returned the wholesale schedule unanswered with statements to the effect that the schedule had been sent to them by mistake as they were wholesalers and not chain stores. This necessitated remailing these schedules and calling attention to the fact that the schedule was intended for wholesalers, and that it was plainly labeled as such."

In another paragraph of the report it was stated: "It is significant despite the numerous form follow-up letters and great mass of correspondence with individual companies, that returns are only now being received from wholesalers and chain stores who originally received the schedules from ten to fifteen months ago."

The report pointed out that "careful study and consideration of the problem shortly after the passage of the resolution, led to the conclusion that the comparison of chain and independent prices could be satisfactorily made on three types of com-

modities, i.e., groceries, drugs and tobacco. The establishments handling these three lines probably carry the largest proportion of items of identified merchandise sold by both independent and chain stores and are hence, susceptible of pricing with the least reference to such troublesome questions as to comparative grade and quality of merchandise sold in chain and independent stores.

For this reason, a given number of people or a given amount of money should afford a far better picture of the comparative situation in stores handling these types of commodities than in those where comparison of merchandise would involve analysis to determine the comparability of chain and independent merchandise from the point of view of grade and quality. It was determined, therefore, that the study of chain and independent prices would be confined for the time being to the fields of groceries, drugs, and tobaccos. This should not, however, be interpreted to mean that no analysis will be made of unidentified merchandise either in these or other types of establishments."

In concluding the report, it was stated "Despite all the difficulties and delays encountered through shortage of personnel, the dilatory responses of business concerns, and the fact that much data remains to be procured, the Commission desires to report that sufficient information has already been obtained, or is in the process of collection, to insure an answer to most of the inquiries contained in the chain store resolution."

HAPPENINGS OF INTEREST

Alice Noble, *Editor*

Chapel Hill, N. C.

Eastern Carolina News

F. L. BUNDY, *Reporter*

Several weeks ago a gang of eight robbers entered the Williams Drug Co. at Mount Olive. The safe was opened and \$54.00 stolen. Several stores in the town were robbed the same night. The thieves were later caught and confessed other robberies in the towns of Goldsboro, Princeton, La Grange and Calypso. It seems that they have been operating in this territory for some time and it is a relief to the merchants in the section that they are not at large any more. The men will be tried at the August term of court at Goldsboro.

A marriage of interest to North Carolinians is that of **Mr. Robert Houston Milton**, of Albemarle, and **Miss Ruth Blanche Garrett**, of Atlanta, Ga., on June 13 in the Georgia capital. Mr. Milton graduated from the State University School of Pharmacy in 1923. For some time he was connected with the Revolution Pharmacy, of Greensboro, and later with the Empire Drug Co., of Salisbury. For the past seven years, however, he has been representative in Georgia for the Norwich Pharmacal Co., with headquarters in Atlanta. Mr. and Mrs. Milton are making their home at 633 Moreland Ave., N.E., in Atlanta.

Among the North Carolina druggists attending the Lynchburg convention of the Virginia Pharmaceutical Association on June 24-26 were **Messrs. P. A. Hayes**, of the Justice Drug Co., Greensboro; **J. R. Hughes**, of the Piedmont Drug Co., Madison; **S. L. Martin, Jr.**, of the Carolina Drug Co., Leaksville; and **Norfleet O. McDowell**, of the E. T. Whitehead Drug Co., Scotland Neck. They all report a good time and an excellent meeting.

Friends of **Mr. Walker M. K. Bender**, of Trenton, will be interested to hear of the announcement of his marriage on June 24 to

Miss Edith Allee at the home of the bride's parents in New Bern. Mr. Bender is originally from Pollocksville, but at present is with the Kinston Pharmacy in Kinston. He is also the proprietor of the Trenton Drug Co. in Trenton. He graduated from the State University in 1926, serving as assistant in the pharmaceutical laboratories during his senior year. He is a member of the Phi Delta Chi fraternity.

Piedmont Topics

JOHN K. CIVIL, *Reporter*

Friends will be delighted to learn that **Mr. A. D. Pollard**, representative in this State for Whitman's Candies for many years, and who was recently transferred to the New England section of the country is back again in his old territory and expects to see his friends at the Raleigh meeting.

Mr. F. Autrey, of Charlotte, who has been with the H. K. Mulford Co. for the past seventeen years, has accepted a position with the Walker Mfg. Co., of Atlanta.

The Carolina Cut Rate Co., of Charlotte, is being remodeled and enlarged.

The Central Drug Co., of Monroe, has moved into the old stand of the English Drug Co.

Mr. P. D. Summey, of Dallas, is devoting his entire time to his Charlotte store, the Taylor-Summey Drug Co.

Mr. Gus Willis has sold his interest in the Victory Drug Store, of Gastonia, to **Mr. Rufus Ratchford**, who has been manager for the past several years.

Mr. T. A. Curtis, of Dillon, S. C., has accepted a position with the Franklin Drug Store, of Gastonia.

Friends of **Mr. Lloyd Jarrett**, of Biltmore, will sympathize with him in the death of his mother, which occurred on June 21.

General News Items

Mr. F. P. Meroney has resigned his position with the Peeler Drug Co. in Salisbury, and is now with the Whelan Drug Co. in Greensboro.

Mr. S. C. Morgan, who has been with the O. Henry Drug Store, No. 1, for some time, resigned on July 1st and has returned to his old home in Atlanta.

Mr. Ed. Nowell, of Greensboro, is spending some time in Florida.

Mr. T. M. Roberts, formerly of Draper but who has been making his home in Martinsville, Va., for the past several years, is now with the Ring Drug Co. in High Point.

Mr. K. W. Davis has discontinued the practice of pharmacy and is with the Health Department of the city of Winston Salem.

Mr. Sam Avner, North Carolina druggist, who has been living in Detroit, Michigan, for the past several years, has accepted a position with the O. Henry Drug Store, No. 5, in Greensboro.

Mr. W. D. Ellis is now connected with the O. Henry Drug Store No. 4.

Mr. W. A. Ring is with the Hart Drug Co. in High Point.

Have you made your reservations yet? Do not delay as the crowd is going to be big and the longer you wait the more difficult it will be to secure accommodations.

Mr. A. Brock, formerly of Columbia, S. C., has been transferred from the Charlotte to the Raleigh store of Eckerd.

Friends will regret to learn that **Mr. Roland Gooch**, of Oxford, is in the Oakland Sanitarium in Asheville.

Messrs. T. L. Brodie and R. L. Hamilton, of Oxford, are now connected with Lyon's Drug Co. in Oxford.

Mr. and Mrs. S. C. Hall, of Oxford, have returned from a delightful vacation in New York City.

Mr. Dortch Stroud has bought the Central Pharmacy in Kinston. The store will be operated under the name of the Stroud Drug Co. Mr. Stroud was formerly with the Creech Drug Co. in the same town.

Mr. J. G. Tolson is now making his home in Henderson where he is connected with the Peoples Drug Store, known for many years as the Vance Drug Co. **Mr. W. R.**

McNair, formerly with this store, is with the Thomas Drug Co. in the same town.

The B. H. Thomas Drug Store, of Durham, has discontinued business.

Mr. M. B. Melvin has resigned his position with Brantley's Drug Store in Raleigh, and has returned to his home in Roseboro where he will be associated in business with his father.

Mr. A. P. Westbrook, originally of Dunn, is now with Liggett's Drug Store in Charlotte.

Mr. J. G. Davis, formerly with Eckerd's Drug Store in Raleigh, has been transferred to the store this firm operates in Charlotte.

Friends will be delighted to know that **Mr. R. P. McNeeley**, who has been associated with the Rexall Drug Store in Ponca City, Oklahoma, for several years, has returned to his old home in Charlotte and accepted a position with the Tryon Drug Co., No. 2.

Mr. L. E. Reaves, Jr., of Raeford, who passed the State Board examinations in June, is living in Asheville where he is with Goode's Drug Store.

We understand that **Mr. H. L. Fentress** has discontinued the practice of pharmacy in Wilmington. His health has not been good for the past few months and so he decided to close his store on June 1st.

The following item from the *Raleigh Evening Times* of June 16, 1880, is of interest: "There are a number of fire cisterns but little water in them here. Yesterday the street hands filled the cistern in front of Williams and Haywood's Drug Store on Fayetteville street."

Messrs. Sharp and Dohme announce the appointment of **Mr. Henry E. Ditzel** as Merchandising Manager. Mr. Ditzel was formerly Assistant Advertising Director of the Norwich Pharmaceutical Company. He was also associated for several years with the advertising agencies of Moser and Cotins and Byron G. Moon.

The B.C. Remedy Co. is having some of its automobile tire covers painted, boosting the Raleigh meeting of the Association.

The fall examinations of the Virginia Board of Pharmacy will be held November 11-12, 1930.

Mr. C. W. Bynum, North Carolina druggist who is now connected with the Whelan

Drug Co. in Norfolk, Va., has been granted license to practice pharmacy in Virginia by reciprocity.

A card announces that Walker's Drug Store at Charlotte has entirely recovered from the effects of the disastrous fire which visited the store not long ago, and that "now everything is bright and new at Walker's.

The Practical Druggist says: "At conventions many of the best ideas remain unexpressed because their possessors lack the nerve to arise and open their mouths."

Mr. and Mrs. Turner F. Currens, of New York City, motored to Chapel Hill for the week-end on their way to Myrtle Beach for the S. C. Association meeting. They were entertained by Mr. J. G. Beard, and were the house guests of Miss Alice Noble.

Mr. John H. Hardin recently celebrated the completion of fifty-one years of service as a pharmacist in Wilmington. On the anniversary the Executive Committee of the Chamber of Commerce extended congratulations upon his long and successful career. The JOURNAL joins many other friends in wishing Mr. Hardin many more years of health and prosperity. Mr. Hardin is a charter and life member of the N. C. P. A.

We understand that Mr. J. Henry Hall, of Statesville, has severed his connection with Crawford's Drug Store in Lenoir and is now with Tate's Drug Store in the same city.

The name of the Torrence Drug Co. in Gastonia has been changed to the Durham Pharmacy. Mr. Plato Durham is the proprietor.

We have been informed that Messrs. Walter and George Mauney, of Murphy, have purchased the Cherokee Drug Co. in that town and will operate it as the Mauney Drug Co. Mr. Walter Mauney, registered druggist, will act as manager.

The Efrid-Morris Drug Store is a new pharmacy in Troy with Messrs. F. C. Efrid, of Oakboro, and Alonzo Morris, of Troy, as proprietors.

The Montreat Drug Store, of Montreat, is one of the new drug stores of the State.

Raleigh is one of the most delightful towns in North Carolina. Everybody who

goes there has a good time. The capital city will extend a warm welcome to the delegates attending the Fifty-First Annual Meeting.

One of the features of the South Carolina Pharmaceutical Association meeting was an address by Mr. Carl Weeks, president of the Armand Company, of Des Moines, Iowa. Following the convention he paid a short visit to Chapel Hill, and was a guest in the home of Miss Alice Noble. He has many friends in the University town and they were delighted to have him in the Old North State again.

Violating Pharmacy Act

The Board of Pharmacy has just reported the following action in Court:

Superior Court,
Duplin County
Before Judge Cowper
State N. C.

vs.

Marsten Farrior, Rose Hill, N. C.

Operating drug store without permit, dispensing and selling poisons. Pleads guilty. Judgment suspended upon cost of court upon condition that he does not violate the pharmacy laws again within the next two years.

New Association Members

It is with pleasure that the Journal welcomes the following new members into the North Carolina Pharmaceutical Association: Messrs. J. B. Connell, Bobbitt Pharmacy, Winston-Salem; S. W. Frontis, Carolina Drug Co., Winston-Salem; C. C. Reins, Owens Drug Co., Winston-Salem; H. L. Walker, O. Henry Drug Store, No. 3, Greensboro; Hal J. Phillips, Eckerd's Drug Store, High Point (Associate); Harvey Simpson, Cecil-Simpson Drug Co., High Point (Associate); T. L. Brodie, Lyon Drug Co., Oxford; C. J. James, Hillsboro Drug Co., Hillsboro; C. J. Wartman, Wiggins Drug Co., Henderson; D. F. White, Mebane Drug Co., Mebane; W. E. Hutchins, Hutchins West End Drug Store, Winston-Salem; B. S. Goode, Peeler Drug Co., Salisbury, and C. R. Wheeler, Hutchins Drug Store, No. 2, Winston-Salem.

North Carolinians Attend South Carolina Convention

North Carolina was well represented at the Fifty-Fourth Annual Convention of the South Carolina Pharmaceutical Association, held in Myrtle Beach on July 9-10. **Mr. Turner F. Currens**, Vice-President of the Norwich Pharmacal Co., of New York City, who has been a member of the N. C. P. A. since 1926, made one of the principal addresses of the convention, choosing as his subject, "Minding Your Own Business." He was accompanied to the convention by **Mrs. Currens**. North Carolinians present were: **Messrs. C. T. Council** and **B. F. Goodrich**, of Durham; **T. M. Stanback**, of Spencer; **R. J. Ballard**, of Greensboro; **R. P. Lyon**, of Charlotte; **J. E. Lytch**, of Rowland; **W. L. Johnson**, of Gibson; **Mr. and Mrs. John K. Civil**, of Charlotte; **Mr. and Mrs. F. L. Bundy**, of Raleigh, and **Miss Alice Noble**, of Chapel Hill.

Recent Incorporations

The **Moose Drug Co.**, of Albemarle. To operate a drug store and deal in drugs both wholesale and retail. Authorized capital stock \$25,000; subscribed stock \$2,400. By **Paul A. Moose** and **Hoy A. Moose**, of Mount Pleasant, and **W. Lee Moose**, of Albemarle.

Mr. and Mrs. A. J. McNeil and **John Woodruff** have chartered the **Tar Heel Pharmacy** at Walnut Cove with an authorized capital of \$10,000 of which \$300 was subscribed by the incorporators.

Dr. T. C. Smith Realty Co., of Asheville. To do a general real estate business. Authorized capital stock, \$600,000. Subscribed stock, \$300. By **Frank S. Smith**, **T. C. Smith** and **Gussie Smith Simmons**, of Asheville.

The **Dr. T. C. Smith Co.**, of Asheville. To do a general wholesale and retail business. Authorized capital stock, \$600,000. Subscribed stock, \$500. By **Frank S. Smith**, **T. C. Smith**, **Bretney Smith**, **Stacy Smith** and **Gussie Smith Simmons**, of Asheville.

Plans for the Raleigh Meeting

On the evening of July 1st the Local Entertainment Committee for the Raleigh

meeting met with Local Secretary **B. F. Page** and Secretary-Treasurer **J. G. Beard** to perfect plans for the convention. From the information given out by the Committee it certainly looks as if the 1930 meeting is going to be the best in the history of the Association. Raleigh druggists are sparing no efforts to make the convention a big success.

On the morning of July 3 President **Fordham** called a meeting of the Executive Committee of the N. C. P. A. at the Sir Walter Hotel to arrange the final details for the convention in Raleigh. The following members were present: **Messrs. C. C. Fordham, Sr.**, **Carl T. Durham**, **Warren W. Horne**, **J. C. Brantley**, and **J. G. Beard**. The Committee went over the convention program and adopted the plan that will be followed at the meeting.

On July 12 the members of the Traveling Men's Auxiliary held a meeting in Raleigh to arrange the last details of their program.

It is going to be a big meeting! You can't afford to stay away. If you do, you will regret it!

Deaths

Mr. Charles Otis Pickard, aged 43, and one of Mebane's most prominent citizens died on the night of June 21 at the McPherson Hospital in Durham after a short illness with agranulytic angina, a rare disease. He was affected with sore throat a few days earlier and shortly thereafter was removed to the hospital. **Mr. Pickard** was born June 25, 1886. He was licensed as a druggist in 1912 and, with the exception of six years spent in Greensboro with the Justice Drug Co., and with the drug store of **Mr. C. M. Fordham**, he had spent his entire business life in Mebane. About seven or eight years ago he opened **Pickard's Drug and Seed Store** in Mebane and was identified with this business at the time of his death. **Mr. Pickard** was one of the most beloved as well as one of the most valuable men in his community. He was a deacon in the Presbyterian church, was a member of the Kiwanis Club, and entered wholeheartedly into every activity for the betterment of the community.

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